A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

July 22, 1963

Business Bulletins *from around the world*

ARGENTINA—France receives its first air shipment from Argentina of 164 chilled lamb carcasses. Special cuts of beef jet-freighted to European hotel and restaurant trade for past year. Meat travels fast and arrives in good condition. Freight rates very competitive because of vacant space on European flights.

AUSTRALIA—Penicillin and streptomycin free of licensing controls on importation into Australia since June 4 removal of temporary quotas. Quantitative restrictions had applied since August 1962. Pencillin and streptomycin now subject to increased duties at varying specific rates applicable to particular products.

FRANCE—Famed "Les Halles," big Paris food market, to give way to new National Market 4 miles south of city. Costing $76 million, center to open in early 1966 with annual capacity of 1.2 million metric tons of fruit and vegetables, 170,000 tons of dairy products, and 120,000 tons of seafood. Including commercial, industrial, and service installations, project will cover 6,675 acres, accommodate 800,000 railroad cars and provide space for up to 700,000 trucks a year.

Movie industry, in red all through 1962, threatening to suspend production unless Government grants better tax treatment, putting industry on equal footing with European competitors.

JORDAN—More tobacco exports from United States held possible as poor crop conditions are expected to reduce Jordan's 1963 tobacco yield to about 300 tons from average annual yield of about 900 tons. America is country's major supplier of high-grade tobacco.

MAURITANIA—June 15-16 dedication of impressive Miferma iron mining and port installation marked important step in country's economic viability. Project, completed several months ahead of schedule, began in April 1960 after signing of $66 million loan agreement with International Bank for Reconstruction and Development. Other financing added $84 million more to project fund.

MOROCCO—Suspension of sheepskin exports (imposed in April) has been lifted.

NETHERLANDS—Decline in price for phenol shuts down Koninklijke Zout-Ketjen's Amsterdam plant, with no immediate plans to reopen.

New subsidiary of Foster Grant Co., Leominster, Massachusetts, to manufacture and engage in import-export trade of chemical products. Subsidiary, with authorized capital of $300,000, is in Breda, North Brabant.

NORWAY—Norsk Hydro, leading chemical concern, to increase annual ammonia production capacity from 300,000 to 430,000 tons of nitrogen by 1965. New $14 million ammonia plant to be constructed at company's main production site at Heroya in South Telemark County. Norsk Hydro's present installations using electrolytic Haber Bosch method. New plant to be based on fuel-oil gasification, currently most economical even with Norway's low cost of hydroelectric power.

PAKISTAN—Installation of $40.6 million, 200,000 kw thermal power station near Lyallpur, utilizing natural gas, approved by Government, subject to satisfactory arrangements for foreign-exchange financing.

PHILIPPINES—Recent survey by U.S. Embassy in Manila indicates Japanese firms spending great deal more on advertising in Manila papers than are American firms. This may be one reason why Japanese sales are steadily climbing, despite fact that they cannot be licensed to do business in Philippines until treaty between two countries is ratified. Japanese firms presently operate by direct sale from Japan or through local distributors.

SPAIN—Kaiser Engineers International awarded contract for major engineering study of plans for constructing steel plant at Gijon, northern Spain. Plant, owned by 3 Spanish companies, to produce 1 million tons of ingot steel a year.

TAIWAN—30% special defense surtax assessment terminated July 1; all items surtaxed since May 1, 1962 returned to normal tax rates. Included were: import duty; consolidated income tax; land and housing taxes; power, telephone charges; rail and highway fares. Total revenue accrued in 14 months estimated at $59 million.

Taiwan Power Co. receives $21,500,000 Agency for International Development loan to expand Shen Ao thermal power plant. First "hard-term" loan to Republic of China, to be repaid in dollars at 3½% over 20 years, marks progress toward economic self-sufficiency. Earlier loans called for repayment over 40-year period at ¾ of 1%.

Foreign and overseas Chinese investment in Taiwan registered sharp increase in first 5 months 1963. Total January-May overseas investment reached $17,717,00, already $1,700,000 in excess of 1962's total inflow.

TANGANYIKA—Oil refinery with initial capacity of 600,000 metric tons to be built under agreement between ENI (Italian State hydrocarbon agency) and Tanganyika Government.

THAILAND—Cornerstone laid for $7 million synthetic spinning and weaving unit, country's first. Mill, Japanese-equipped, to have 10,000 spindles and 200 looms and attain initial production of 400,000 meters of high-quality synthetic-fiber fabrics.

Import ban on 32-count cotton yarn is in effect as protective measure for local textile industry.

TUNISIA—Press reports successful conclusion of negotiations in Paris leading to establishment of multi-national bank in Tunis. Bank, to be called *l'Union International de Banque en Tunisie* (UIBT), will be capitalized at $1,680,000 equally divided between Tunisian and foreign participation. Foreign group includes Bank of America as well as French, Italian, and German banks.

1963 grain crop estimated very favorable. Over-all percentage increase of from 24 to 33% is expected for durum wheat, bread wheat, and barley.

U.S. Department of Commerce

Luther H. Hodges
Secretary

Jack N. Behrman
Assistant Secretary for Domestic and International Business

Eugene M. Braderman
Deputy Assistant Secretary and Director, Bureau of International Commerce

Daniel L. Goldy
Deputy Assistant Secretary and Administrator, Business and Defense Services Administration

Frederic S. Otis
Managing Editor

Americo A. W. Favale
Director of Graphics

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the cover

Visitors to the U.S. exhibition at the Sydney, Australia, trade fair will see redwood—in the form of a newly developed demountable wood and plastic pavilion. The main feature is a 43-foot hexagonal "Theme Tower" made of California redwood lumber. The redwood theme is carried the length of the 200-foot building. The fair opens July 26 and will be held through Aug. 10.

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Thomas G. Wyman appointed Deputy Assistant Secretary

Former New York trader to assist Dr. Behrman; Eugene M. Braderman and Daniel L. Goldy complete top team

The appointment of Thomas G. Wyman as Deputy Assistant Secretary for Domestic and International Business has been announced by Secretary of Commerce Luther H. Hodges. Dr. Jack N. Behrman, is the Assistant Secretary.

Prior to joining the Department of Commerce Mr. Wyman was Executive Officer and Director of Omni Products Corporation, New York, an international trading and financing organization, where he had served since 1951. In this capacity he had wide experience in export representation, the establishment of overseas branch offices and agencies, financing of U.S. exports, the establishment of manufacturing plants overseas, and the arrangement of licensing agreements.

Mr. Wyman was also an Officer and Director of the Imperial Lighting Products Company of Latrobe, Pennsylvania, later merged with Emerson Electric Company of St. Louis, and also is a Director of Brubaker Tool Corporation of Millersburg, Pa.

He was educated in England and holds a B.S. degree from Cornell University, New York State. During World War II he served as a Lieutenant in the U.S. Infantry in the South Pacific.

Secretary Hodges also announced that Daniel L. Goldy will continue to serve as one of the Deputy Assistant Secretaries to Dr. Behrman. Mr. Goldy will now be designated Deputy Assistant Secretary for Business Development in line with his responsibilities as Administrator of the Business and Defense Services Administration.

Eugene M. Braderman, Director of the Bureau of International Commerce, has been given the title of Deputy Assistant Secretary for International Commerce.

The designation of the Administrator of BDSA and the Director of BIC as Deputy Assistant Secretaries, reporting to Dr. Behrman and Mr. Wyman, is a reflection of the close relation which these offices have to the formulation of Departmental policies in the combined areas of domestic and international business. Each officer has been drawn increasingly into the entire range of decisions on business policy.

BEHRMAN

WYMAN

BRADERMAN

GOLDY

The reorganization of BIC gave increased responsibility to Mr. Braderman in the areas of trade policy, investment, and export promotion and control, as well as mobilization problems relating to foreign supplies and sales.

Since its reorganization last October, BDSA has placed increasing emphasis on facilitating the growth of U.S. business in markets at home and abroad.

Management chiefs spread skills to overseas keymen

Special four-week courses to precede 13th CIOS convention

Five U.S. university business schools will conduct special 4-week courses this summer for some 250 people holding management positions in 26 nations. The program, dubbed "Impact II," has been developed cooperatively by business organizations, the Federal Government, and the universities for participants in the forthcoming (September 16-20) 13th CIOS International Management Congress in New York (INTERNATIONAL COMMERCE, Feb. 25, 1963, p. 11).

The 250 students will be specially selected from among the 4 to 5,000 delegates planning to attend the Congress, held triennially in different countries under auspices of the Comite International de l'Organisation Scientifique (CIOS). "Impact II" will bring together in one program leaders from developing countries to learn U.S. management concepts and techniques. Participants will be known as "multiplier" managers because they will return to their homelands with sharpened skills and know-how for use by fellow-countrymen.

Timing

Class sessions—beginning in mid-August and concluding just before the convention opens in New York—will be held at Columbia University's Graduate School of Business, Syracuse University's College of Business Administration, New York University's Graduate School of Business Administration, Indiana University's School of Business, and the University of Michigan's (Ann Arbor) Graduate School of Business Administration.

The title of Impact II stems from a 1952 meeting of the Council for International Progress in Management, in which European executives met with U.S. businessmen in an information exchange program. Financial support for Impact II has come principally from the Agency for International Development (AID), with additional contributions from the Rockefeller Brothers Fund, the Detroit Edison Co., the Weyerhaeuser Foundation and the Olivetti Co. of Italy. Among participants in the course will be key individuals slated to join the new business administration faculties of the Universities of Malaya and Singapore.

Creator

Impact II was conceived and developed by Albrecht M. Lederer, a New York businessman who met in 1960 with management leaders abroad during a tour which followed his election to the CIOS presidency. Among other benefits of the Impact II program, Mr. Lederer observes, will be the unusual opportunity given to U.S. managers to meet the "multipliers" and make friends with people from countries with which trade and investment can be increased.

Information on Impact II and the 13th CIOS Congress may be obtained from Congress Director John H. Pierpont, 247 Park Avenue, New York 17, N.Y.

World leaders aid drive

International Chamber of Commerce pledges all-out support to drive to improve trade

"World business leaders see in the expansion of international trade the best opportunity for increased production, employment and economic growth. Therefore, they will back to the hilt their governments' efforts to further liberalize and expand global trade in both manufactured and agricultural products," a spokesman for the International Chamber of Commerce told a press conference at the Overseas Press Club in New York.

Harvey Williams, who heads the world Chamber's Commission on the Expansion of International Trade, announced that his organization was embarking upon a program of action in more than 60 free enterprise nations to encourage business and government to act in concert to improve the political and economic climate for global commerce.

"To this end," he said, "the ICC is working through its national committees to assure that the next round of trade negotiations under the General Agreement on Tariffs and Trade (GATT) will be constructive and far-reaching." May 6, 1964 is the date set for the next GATT talks—the so-called "Kennedy Round" in Geneva.

Mr. Williams released a Chamber policy statement which originated in the Commission on the Expansion of International Trade and was just unanimously approved by the Chamber's executive committee in Paris. He said an ICC delegation formally presented the statement with its 22 recommendations for increasing trade to the GATT's executive secretary, Eric Wyndham-White, in Geneva last week.

State Aims

For the first time, the Chamber spokesman said the statement puts the international business community on record in favor of:

1.) Negotiating agreements on agricultural products under the rules applying to manufactured goods as far as possible.
2.) Eliminating non-tariff barriers (quotas, internal taxes, etc.) which can be as restrictive as high tariffs.

"Only by further opening up the exchange of goods and services which have risen so markedly following the postwar reconstruction period can developed and developing nations create the kind of viable economies that make for the well-being and security of their citizens," Mr. Williams declared.

The ICC policy statement was drawn-up at a meeting in Paris by business leaders from 21 nations, including France, Germany, Italy, Japan, the United Kingdom and the United States. The technical advisor was Jean Royer, the former deputy executive secretary of the GATT.

In the statement, the ICC supports the GATT as the most "appropriate forum" for conducting meaningful negotiations.

The world Chamber also hopes that the "U.N. Conference on Trade and Development will assist in clarifying the issues for all participants and in lending the desirable political impulse to the whole program of action" but realizes that discussion of complex economic relationships in a political forum may have certain handicaps.

Most important in setting the stage for the GATT talks, Mr. Williams asserted, is the existence of America's "Trade Expansion Act of 1962" which enables the U.S. administration to work for across-the-board tariff cuts with the other trading nations.

The ICC considers that the linear percentage of reductions in the 1964 talks should "be high, for instance 50 percent."

ICC Recommendations

The ICC recommends that the scope of next May's GATT conference be as broad as possible and calls for coverage of all sectors of trade—"agricultural as well as industrial products, raw materials as well as processed goods."

It is urged that, "as far as possible, the rules recommended for manufactured goods should apply to agricultural products" since "there is a clear interdependence . . . between the agricultural and industrial sectors."

"Because international action to liberalize commercial dealings is so necessary to the well-being of both the developed and developing nations," Mr. Williams declared, "we are face to face with the most fundamental and far-reaching decisions in national and international policy which have yet arisen in the second half of the twentieth century."

Iceland report

The Government of Iceland, the Bank of Development and the Central Bank of Iceland in 1962 established an institution "The Economic Institute" for programming. This institution under the leadership of the Government has completed an initial economic program which is now available in a report "Economic Program 1963-1966." Copies in English may be obtained from the American Embassy, Reykjavik.

AID loan to buy U.S. goods for West Pakistan railway

In order to meet increasing demands for the movement of people and goods, the Pakistan Western Railway will expand and modernize its operations by purchasing U.S. rolling stock, rails, and various maintenance and communication materials.

The purchases will be financed by a $14.5 million loan authorized by the Agency for International Development.

The procurement under the loan will include 5 diesel-electric locomotives, 177 bogie-type wagons and 20,000 tons of rail. Also to be purchased is equipment to meet expanding activities in connection with dieselization, manufacture of wagons and improvement of track, as well as communications equipment for a new Railway division.

GULF BUYS ITALIAN NETWORK

Transfer of stock in Italy's APIR oil distribution network from Fiat to Gulf is virtually completed. APIR (Azienda Italian Petroli Roma) controls 2 coastal storage points (at Porto Marghera and Leghorn) and about 630 service stations. From 1958 to date APIR handled Shell products. While a Gulf affiliate, Gulf Italia, is Italy's largest producer of crude oil, Gulf does not have any refining facilities in Italy. Products for APIR will be obtained through the processing of Gulf crude (from Kuwait and Sicily) in Italian refineries.

U. S. Machinery and Equipment Trade Mission to Norway and Denmark

The U.S. Machinery and Equipment Trade Mission to Norway and Denmark visited those countries May 18-June 23. Director of the Mission was William D. Carlebach, Deputy Director of the Department of Commerce New York Field Office. In addition to the five industry members pictured with the director on this page, Kenneth P. Finnerud, Foreign Trade Specialist of the Miami Field Office, served as Trade Development Officer.

William D. Carlebach

Mr. Carlebach as Deputy Director of the U.S. Department of Commerce New York Field Office has specialized in helping to direct international trade activities, and he was Chairman of the Businessmen's Conference in New York for the Israel and Cyprus Trade Mission last year. Mr. Carlebach was previously First Deputy Commissioner of the New York State Department of Commerce. Mr. Carlebach attended Harvard College.

Elmer J. Hankes

President of the Instrument Control Co., Numeric Machining, Inc., and the Testscor Co., which is engaged in educational testscoring by electronics, Mr. Hankes was formerly a project engineer for the Minneapolis Honeywell Regulator Co. Previous to that he was an industrial engineer for U.S. Steel Corp. and with the General Electric X-Ray Corp. Mr. Hankes took graduate work at the University of Minnesota.

Martin A. Evers

Mr. Evers is President and owner of Red Door Farms, Inc., and The Evers Co., which distribute food products and manufacture seasonings and spices. He is former President of the Canada Dry Bottling Co. of Dayton, Ohio.

Mr. Evers began with the Canada Dry Ginger Ale Co. in New York in 1939. He is an expert in all food processing and packaging procedures. Mr. Evers has an A.B. degree from Harvard College.

U.S. Mission in Denmark

The U.S. Trade Mission operated in Denmark June 3-23. Trade Information Centers were set up in Copenhagen, June 5-8; Aarhus, June 10-12; and Copenhagen, June 13-23.

Twenty-four plants were visited by Mission members in Copenhagen, Aarhus, Randers, Horsens, Hillerød and Lillerød. Members attended and spoke at 11 meetings with groups ranging in size from 20 to 85.

Personal interviews numbered 206; Business Proposals presented, 659; those which received 1 or more responses, 311; two or more responses, 111.

The Mission developed a total of 230 trade opportunities, as follows:

For export, 114; import, 75; licensing/joint venture, 34 (27 to be set up in Denmark); services, 7.

U.S. Mission in Norway

The U.S. Trade Mission to Norway operated in Norway May 18-June 2. Trade Information Centers were set up in Bergen, May 21-23, and in Oslo, May 24-June 2.

Mission members attended and spoke at 4 meetings with groups ranging in size from 15 to 150. Trade and investment opportunities developed by the Mission totaled 165. Personal interviews numbered 148; plant visits, 20; Business Proposals presented, 652; those which received 1 or more responses, 319; 2 or more, 128; export opportunities, 124; import opportunities, 20; licensing/joint ventures, 21.

Richard B. Frodge

Mr. Frodge, New York Representative for Logan Co., manufacturer of a complete line of conveyors, has a long history in engineering and machine work. Mr. Frodge has had his own consulting engineering firm which specialized in materials handling installations and design. Previous to that he was Division Manager of Fairfield Engineering Co., and from 1943 to 1954, he was with Alvey-Ferguson Co. as a draftsman, designer and sales engineer.

William J. Gearns

Mr. Gearns is Vice President and General Manager of Giannasca General Corp. of Long Island City, New York and consultant to, and former sales engineer of the U.S. Rubber Co., New York City. Mr. Gearns has marketed a new product entry of plastic and chemical commodities and processes throughout the United States. Mr. Gearns is a graduate of Adelphi College and the University of Notre Dame.

James Turnbull

Executive Vice President of the Douglas Fir Plywood Association, Mr. Turnbull, has an extensive background in plastics and chemicals. From 1958 to 1962 he served as a consulting engineer both privately, as a partner in Price Associates, Inc. of Springfield, Mass., and through DeBell & Richardson, Inc. of Conn. Previous to this he served with Monsanto Chemical Co. from 1938. He was born in Springwell, England.

U.S. Mission to Denmark says: 'Good things often come in small packages'

Despite size of country, economy is expanding and market is substantial; with today's rapid communications, U.S. firms can meet geographic advantage of competitors

BY WILLIAM D. CARLEBACH

The members of the U.S. Machinery and Equipment Trade Mission to Denmark, after visiting the country June 3-23, can attest to the truth and wisdom of that old saying, "Good things often come in small packages."

Denmark is a vibrant, small country—a collection of 500 islands and most of the Jutland peninsula, constituting 16,500 square miles of land not including Greenland and the Faroe Islands—with a population exceeding 4.5 million. The Copenhagen area has a heavy concentration of population; other important industrial centers include Aarhus and Aalborg, both visited by members of the Trade Mission.

Expanding economy

Notwithstanding the disparity in size between that land and ours, there is a considerable market in Denmark, for Denmark has an expanding economy. The market will be developed for U.S. interests only through the most diligent effort.

American firms must reply more readily to correspondence from Danish firms, and should recognize that in these days of jet air travel and rapid telephonic communications American firms can overcome the geographic advantage held by Denmark's industrial neighbors. An aggressive sales effort combined with patience, competitive pricing, and diligent follow-up and follow-through can bring substantial additional business.

The warmth and friendliness of Denmark's business community was evident to the Mission at every turn. English is indeed the second language, and U.S. businessmen corresponding with their Danish counterparts should encounter no language difficulties.

Historically an agricultural nation, Denmark in recent years has placed more and more emphasis on industrial production, so that today industrial production exceeds agricultural output.

The labor market is tight; there is virtually no unemployment. The relationship between management and labor is good.

There appears to be a significant interest in machinery that will enable manufacturers to increase production without increasing the labor force. There is one point of caution, however. Given a present capacity of 1,000 articles an hour, there is a need for machinery that will permit manufacture of 2,500 or 3,000 per hour. U.S. machinery, geared to a mass market and capable of producing 10,000 articles an hour, is just too big a machine in Denmark's terms. U.S. manufacturers—of materials handling equipment, for example—will have to gear their thinking to the more modest needs of Danish industry.

Specific export opportunities for U.S. firms were developed for meat-packaging equipment, electronic machinery, vending machines, textiles, and a host of other items, as detailed beginning on page 37 of this issue of INTERNATIONAL COMMERCE.

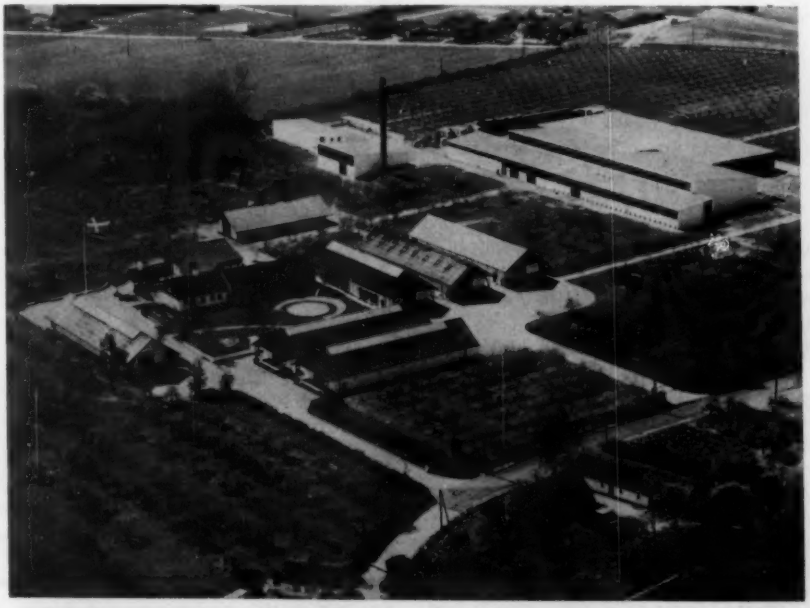
Neighbors have advantage

Prevailing competition for the Danish market comes from Germany, Great Britain, and Sweden. It is a competition that can be met only by the most ardent application of initiative, for these countries have a geographical advantage. When U.S. brand products are found in Denmark, it is not unusual to find that they were manufactured in England (farm machinery) or in Germany (automobiles).

Trade to and from Denmark is virtually free of restrictions. America's willingness to lower its barriers affecting Danish trade, as for example, the increase in blue cheese quota, has been well received by the Danish people.

The Government encourages certain types of direct investment and offers assistance to foreign investors in their preparatory investigations. In meetings with representatives of the Danish government, the Trade Mission members received the most cordial cooperation.

In more than 200 interviews with Danish businessmen, a substantial number of licensing opportunities were uncovered, opportunities including joint-venture possibilities, which are reported on page 32 of this issue of INTERNATIONAL COMMERCE.



ORCHARD DISTILLERY: 40 miles south of Copenhagen is this rural but modern cherry bottling plant.

Fast pace of Danish industrial expansion should interest U.S. manufacturers of materials handling equipment

Lower capacity machines needed today; U.S. should be prepared to sell more elaborate equipment when Danes are ready for it

By RICHARD B. FRODGE

The fast pace of industrial expansion in Denmark should make this market of special interest to all manufacturers of materials handling equipment.

Most Danish industry, now in the simple fork truck-crane-pallet stage, should soon be ready for automatic cycling cranes, stacking units, narrow aisle and special purpose trucks, path following trucks and/or towing units, transportation and assembly line conveyors, special purpose grabs, and automatic palletizers and depalletizers.

Be ready to sell

The lower capacity, lower cost semiautomatic and automatic units are needed today. Preparations should be made now for the more elaborate equipment so that the U.S. will be ready to sell when they are ready to buy.

Local representatives are needed. Good business practices in the United States are also good business practices in Denmark. Local manufacturers for some portions might be used. U.S. equipment in general is highly regarded with special emphasis on fork trucks. Major fork truck users often limit bids to U.S. firms as they claim to have found that foreign makes do not hold up under heavy service.

English can be used for business correspondence and instruction pamphlets. If possible, these media should be profusely illustrated to help avoid misunderstandings.

Watch terminology

Differences in terminology can cost sales; for example, others refer to case stackers as palletizers. A high-capacity automatic palletizer with interlocking patterns costs much more than a slow-speed stacker unit, but the Danish businessman sometimes thinks the two are similar machines.

If local products are used as components they should be carefully checked to see if they are compatible with U.S. designs; for example, there are some indications that local belting is stiff by U.S. standards and might not perform satisfactorily around the smaller diameter pulleys. For best results, verify the suitability of components.

May buy components

Manufacturers of components—bearings, pulleys, sheaves, chains, sprockets, speed reducers, motors, controls, belting, speed variators—might want to investigate the Scandinavian market. These parts reportedly are not in convenient supply, and equipment manufacturers often make individual items of this type.

Good transportation conveyors, both bulk and package, are built in Denmark. Though light by U.S. standards for industrial purposes, they seem well designed. Quality of workmanship is high. Prices seem somewhat higher than in the United States. Deliveries run substantially longer. None of the more sophisticated processing type systems were seen. Generally speaking, production at present is light and machines of this type may not yet be needed.

Some U.S. firms are competing successfully now; surely others can.

TIC's: U.S. Machinery and Equipment Mission set up Trade Information Centers in cities marked on map.

Danish industries could use better machinery for packaging and furniture woodworking

U.S. suppliers have had more experience in packaging than chief competitors, but machines are often designed for higher capacity than Danish market needs

Many furniture makers need more efficient equipment; variety of other items also offer sales possibilities

By WILLIAM J. GEARNS

Danish agricultural products are giving an assist to Denmark's industrial development with the advent of frozen and processed foods. Denmark is becoming a massive food processing plant; thus, it is easy to see how U.S. packaging machinery should become a big export product to that country.

Furniture woodworking equipment is needed to replace inefficient machines and cut production costs. Some consumer goods, plastic coating equipment, and chemical raw materials also offer sales possibilities.

Packaging machinery, equipment

The Germans, the English, and the Swedes are all working toward exploitation of the growing packaging machinery and equipment market in Denmark. The United States is not getting its fair share for several reasons. First, our equipment is designed for U.S. production requirements, which are big; we are offering more than is required by Danish food plants. The Germans, on the other hand, are selling equipment designed for shorter runs; boxmaking machines produce 160 a minute instead of the 400 a U.S. model would turn out. The German machine is more suited to Danish needs. U.S. equipment with greater capacity is faster than the Danish manufacturer can cope with and also more expensive because of the greater speed.

This situation is also true for dielectric heat sealers and certain vacuum forming equipment. The recent Interpac Exposition showed that on an identical piece of equipment the United States is competitive in price across the board. We need only sell the idea that the two countries are no more than 6½ hours away and that we are interested not only in selling the equipment, but also in servicing it if necessary. We should have the edge in packaging equipment because we have had more experience than the three biggest countries we are competing against in this field.

Woodworking equipment

There are about 465 furniture manufacturers in Denmark. Within the next 18 months this figure is expected to be reduced by 20%, due to lack of business as a result of inefficient production equipment and procedures.

Right after World War II, U.S. consumers were interested in Danish modern furniture. Sales grew slowly at first, then started to take off, increasing 30% in 1960 to $7 million. Denmark was exporting 25% of its total furniture exports to the United States. Since 1960, export sales to the United States have been dropping and in 1963 are expected to decline to $5.5 million.

The reason for this decline is not that Danish furniture is losing favor. On the contrary, it is still growing by leaps and bounds. Denmark has priced itself out of the market. Yugoslavia and Italy are the big sellers to the United States now.

Danish furniture manufacturers have to cut the labor cost; to do this, new plants and equipment are needed. Four new plants costing many millions of dollars have been built in the last few years. Many more new plants will be built, requiring two side planners, four side molders, band saws, and form presses. Total investment in woodworking equipment of this type could run into several million dollars. At present, Germany and England are getting the lion's share.

Several hundred thousand dollars worth of plastic coating equipment is needed in Denmark. The two biggest Danish factories are running handmade direct knife coaters at a speed of 4 to 6 yards a minute while in the United States the rate is 40 yards per minute. A polyvinyl chloride sheeting extruder costing around $40,000 could also find a market there. Although this is not tremendous business, it could open the door to other European sales opportunities.

Consumer goods

In spite of high per capita purchasing power, the market for consumer goods is small because of the size of the country. Volume business requires penetration of other new EFTA markets through Danish firms. New U.S. products not yet made in Europe, attractively packaged, with a U.S. success story promoted in Denmark, offer the strongest potential. Such product lines as kitchenware, hardware, beauty preparations, are most sought by agents.

In chemical raw materials, U.S. firms are already well represented through top quality agents. A number of agents are looking for lines of chemical and pharmaceutical raw materials from American firms to replace lines they formerly sold for a large European producer. Nylon, dacron, expanded polystyrene, polyethylene, PVC are the lines most sought.

Warehousing and transportation facilities are adequate to conduct maximum trade throughout the country when needed capital is available to finance inventory buildup for imports or exports.

Germany, England, and Sweden are the strongest U.S. competitors in Denmark. Their degree of success is largely due to the importance of each to Denmark's own export program and also the close proximity of each.

The United States is highly regarded and the door is always open for business. Of course, one must go through the door or he will get nowhere. When visiting various factories, one still finds Marshall Plan sewing machines with the U.S. flag on the side of equipment which is still in use. On the same floor one sees a great deal of German made machinery, new and a few years old.

U.S. exports to Denmark could be increased substantially with a correct approach. My recommendation rests with the word sell. The Danes were traders when we weren't even a nation, and they want business proposals on which to buy and sell. As experts, they can recognize a good deal as quickly as a phony and are ready to move when the proposal is "clean." The business potential is here.

U.S. exports can be increased by producer who makes buying easier for Danish trader

Importers and retailers oriented to European sources; U.S. suppliers' diligence can overcome handicaps

By JAMES R. TURNBULL

With about a third of its population in and around Copenhagen, one of the world's most cosmopolitan cities, Denmark represents a more sophisticated market than its geographical size and population indicates.

In Denmark, for the U.S. producer, nothing is impossible—but some things are more difficult than others. In this cheese, meat, and vegetable producing country, Campbell soups and Kraft processed cheeses are sold in quantities sufficient to justify the marketing effort. Citing these perhaps extreme examples, it is possible to say that U.S. trade can be increased wherever the American producer is willing to make it easier for the Danish businessman to buy.

Danish importers, retailers, and manufacturers have been oriented to European supply sources including Great Britain. The general impression that U.S. sources are high cost, slow in service and delivery, and otherwise noncompetitive is widespread. Retailers and distributors who have had recent experience in efforts to import U.S. consumer goods cite high freight costs and an excessive burden of charges by forwarding agents, which on some small shipments have represented as much as 60% of the f.o.b. invoice value of the goods.

Despite these circumstances, opportunities for a significant improvement in total U.S. exports to Denmark do exist and will respond to a diligent application of mutual efforts to find ways around the handicaps—both real and imaginary.

As about 40% of her gross national product is exported, implying both self-sufficiency for internal consumption and a substantial surplus for shipment overseas, there are certain classes of goods for which Denmark is not a promising market. Generally, they fall under the following categories: meat and dairy products; light machine tools; light agricultural equipment; shipbuilding and marine engines; beverages of low alcohol content; glass and ceramic products; woodenwares and wood furniture; and fabricated basic process equipment.

A considerable part of Danish industry is marking time. The dampening effect of Government efforts to halt an internal consumption boom is definitely being felt. Indecision over the eventual outcome of Denmark's position vis-a-vis the European Economic Community and the European Free Trade Association also has a bearing.

Within these immediate limitations, opportunities exist for U.S. capital goods producers who presently have no position or representation in the Danish market to take positive steps.

Various spot checks by the Mission indicated that U.S. abilities to compete in terms of price, and deliveries are relatively better than at any time in recent years.

Danish capital goods producers, especially small- and medium-sized companies, are operating at comparatively low levels on their traditional and established product lines. Idle plant capacity is therefore causing them to work actively for new lines which can utilize their plant facilities, available labor force, and distribution channels. The Mission found an active interest in licensing of U.S. products for manufacture in Denmark as an evidence of this situation.

Consumer goods

Denmark is currently enjoying an all-time high in its standard of living. One evidence of this is the interest of distributors and retailers in obtaining "prestige" lines and items of U.S. consumer goods. Although the market for them may be limited in total unit volume, a market does exist, and it would appear to justify more effort on the part of U.S. producers.

Product categories of interest include textiles, clothing and accessories, kitchenware, small appliances, and household convenience products.

The introduction last year by the Danish Government of an across-the-board 9% purchase tax to slow down consumer buying caused a temporary boom in advance of the tax, followed by the anticipated consumption drop. A rise to near normal levels except for major items such as automobiles has recently developed.

U.S. producers of electric appliances and electrical devices wishing to sell in Denmark must first obtain approval of DEMKO (Danish Electrical Material Control), a procedure similar to but differing in its requirements from that of Underwriters Laboratories in the United States. Testing fees range from about $20 to $55 per device submitted.

It is hoped that through contacts arranged by this Mission, trade between the U.S. and Denmark can be greatly enhanced.

Many Danes prefer U.S. equipment

Sales opportunities are many but competition is vigorous

By ELMER HANKES

Denmark is a land of opportunity. It occupies a key position geographically. Its people and businessmen are progressive and willing to work; industries often employ two-shift operations and sometimes three.

Many Danes prefer U.S. equipment. An organization which had just purchased a $10,000 recorder from a U.S. firm reported that its principal complaint in doing business with American companies was lack of interest; good responses come from only half of the inquiries, 25% are ignored, and 25% of the replies are superficial or routine.

There is considerable evidence of expansion in productive capacity and the opportunities for sales are here, but competition is strong. Figures for 1961, from European sources, show that the Germans have nearly 50% of the Danish import market in machine tools.

Russian, Czech, and Polish equipment appears in the Danish market under a quota system arrived at in special trade agreements. Users are free to bargain for it within the quotas available. Except for the Czech machinery, Eastern European equipment is not highly regarded here.

The electronic field is growing, but slowly. There are opportunities for license arrangements. The Danes are good producers at low cost; however, they reach only a small market of their own. Companies seeking new products are financially strong and are not interested in financial participation—just license and royalty payments. It is difficult for new portfolio investment to come into Denmark from abroad.

Danish skills and equipment are usually good. Danes should be capable of manufacturing even the most sophisticated and precise control and measuring equipment.

Enviable profit opportunity seen for U.S. food machinery firms that enter Danish market now

Processing equipment having limited production capacity should sell well in this small but thriving country

BY MARTIN A. EVERS

The U.S. firm which can project the Danish market for the next 5, 10, or 15 years and starts now conditioning itself into this market will have an enviable profit opportunity.

We have substantial immediate sales opportunities in certain kinds of machinery, we have a great public relations job to do with the Danish business community, and when the markets to which the Danes sell are expanded we will have a sharp advantage.

Product diversification

That the Danish food industry supplies a small market in U.S. terms—with the exception of ham, poultry, and dairy products—means that productive requirements are smaller than in the United States, while the variety of items produced by a firm is greater. A candy company will produce all kinds of candy—chocolates, bars, hard candy—and in packs for all kinds of users; a cheese company will produce a wide variety and supplement it with cheese and caviar or caviar and mayonnaise.

This kind of product diversification runs throughout the food industry. No one product can utilize the capacity of a plant or the labor force employed. The Danish business community realizes the basic inefficiency of this kind of production and seeks larger (foreign) markets whose increased demand will in itself necessitate increased productive efficiency.

Immediate sales opportunities lie in four categories:

- For hams, poultry, and cheese, we can sell food processing machinery now because these markets are so great that U.S. equipment can be used without showing excess productive capacity. An agent for a U.S. firm selling machinery to the poultry industry shortly will have sold 10 machines for about a half million dollars; these units will pay for themselves in 5½ months by savings in wages alone. We can sell—and I mean sell in the honorable and traditional sense of selling (contact, soft-sell, service)—the kinds of machinery that we sell to these industries in the United States.

- Our public relations job lies in pointing out that our machinery is inexpensive because of the relatively little down time and the great labor savings. Our competitors have convinced the Danish import agent who in turn convinces the manufacturer that our machinery is expensive. The Danish import agent calls the signals to a much greater extent than his U.S. counterpart. I suggest that the U.S. food machinery industry zero in on these agents and through careful presentation graphically demonstrate the positive advantages of U.S. machinery—it's an inexpensive way to sell a great deal of machinery.

- Our smaller food processing manufacturers who have not been selling internationally have great opportunities because their machinery would not have excess capacity. An outstanding liqueur manufacturer produces 17 different sizes of his product. He can not use a large filler with a capacity of 300 to 400 per minute but he can use machinery that produces 20 to 50 per minute.

- There is a lack of packaging and packing machinery for both large- and small-volume firms. A particularly soft spot is the final part of the Danish production line. At the end of a cake-mix line which had fine U.S. machinery and one person operating it, six people were working—hand taping the carton, hand packing the packages in the carton, hand sealing the carton, and hand stacking on a pallet.

Also there is a lack of materials handling equipment and power hoists. In one candy company soft chocolate was going from production point to production point in a kind of wheelbarrow.

Marketing know-how

Although chiefly concerned with machinery and equipment, I am convinced that a genuinely exportable service is our marketing know-how. This know-how is essential to the successful sale of machinery in Denmark by U.S. firms and will result in our securing a large share of the Danish market.

This marketing service also can be used by Danish manufacturers in expanding their markets in other countries,

GLASS WORKS: Near Naestved, established in 1825, where craftsmanship passes from father to son.

Mission's eye-opening 16 days in land of midnight sun points to potential for U.S. machinery

If Americans are to tap this market, submitting bids is not enough; suppliers must aggressively seek business, be prepared to go to Norway to give technical assistance

By WILLIAM D. CARLEBACH

Because it had been determined that a market exists in Norway for machinery and equipment, a U.S. Trade Mission consisting of five businessmen with a background in this field arrived in Norway on May 18. The Mission spent an eye-opening 16 days in this land of the midnight sun.

A market for U.S. machinery and equipment does indeed exist. But if American firms are to tap this market, they must be prepared to aggressively seek the business and they must be prepared to go to Norway and offer technical assistance. It is not reasonable to believe that business will automatically fall to those who submit bids. There must be follow-up, there must be aggressive selling, there must be a willingness to meet our competitors' best offers, and sell on the basis of price, service, and a superior piece of equipment.

Norway is a country with a relatively small population—3,655,000—widely distributed throughout its 124,587 square miles.

Distances are great, for Norway is more than 1,600 miles long, north to south; at some points it is only 30 miles wide. The terrain is generally mountainous and frequently, particularly during the long winter months, travel other than by air or sea is impossible. As late as May 23 the road from Oslo to Bergen, the two largest cities, was still impassable.

People moving to cities

There are only five cities whose population exceeds 30,000 and herein lies one of the major problems in terms of Norwegian-American trade. As in America, the population is shifting from the rural areas to the cities. There is also considerable road construction underway. These two developments should strengthen Norway's economy and open more doors for U.S. manufacturers.

Few manufacturing facilities are large scale: yet it was obvious to the Mission that many manufacturers who had previously thought only in terms of a Norwegian market now are willing to expand their horizons, particularly in view of EFTA tariff cuts.

It is not unusual to hear an enterprising Norwegian businessman seek to become a licensee for the manufacture of major appliances with the understanding that parts will have to be made in several separate facilities and assembled in still another. This is a common problem, an outgrowth of the historic smallness of the Norwegian market.

Norwegian firms generally require longer credit terms than are customary in the United States.

Very few Norwegian firms will consider purchasing against a confirmed letter of credit; 30 days' to 3 months' credit are usually granted.

Many U.S. newcomers to the export trade have not availed themselves of the benefits of the U.S. export credit insurance and guarantee programs; therefore they have been unable or unwilling to grant the customary credits and as a result have lost sales contracts.

The U.S. export credit insurance and guarantee programs are summarized in *International Commerce*, March 25, 1963, pages 2-5.

Another characteristic of the Norwegian market is the general reluctance of Norwegian importers or agents to deal with middlemen, and their insistence on dealing directly with the producer.

Norway is eager to increase its output of capital goods, but recognizes the need to do so within the framework of its existing and limited labor force. Therefore machinery which will contribute to high productivity while not requiring a significant increase in labor has an excellent chance of finding a market.

This business will not automatically come to U.S. firms; it must be actively sought. The Mission members heard far too frequently of instances in which U.S. manufacturers had failed to even respond to legitimate inquiries from their Norwegian counterparts. And yet the historic friendship between our countries was everywhere in evidence.

The great need in Norway is for small machinery—not large. While Norway is kindly disposed to the latest in new technological developments, the Mission frequently found that the Norwegian businessman was awed by the capacity of U.S. machinery, a capacity that exceeded Norwegian needs.

Competition strong

Competition for this market is strong. The United Kingdom, the Federal Republic of Germany, Sweden, and Japan are working hard to strengthen their share of Norway's imports. Their representatives are in the field, using hard-sell techniques and offering technical advice and assistance. This approach—offering technical assistance—is one that should be developed to a greater degree by U.S. firms.

Trade to and from Norway is relatively free of licensing restrictions.

Norway is a producer of tremendous quantities of hydroelectric power. Electricity is everywhere available. Stringent safety regulations are applied to the manufacture and sale of electrical appliances. These regulations make it difficult for U.S. firms to compete in the small electric tool field as well as most electric appliances and equipment.

Interest expressed

Substantial interest in American products was repeatedly expressed in the 148 across-the-table interviews between U.S. businessmen and their Norwegian counterparts. The general area of food products and food processing machinery seems to offer the best opportunity for increased U.S. exports. Interest was also expressed in packaging material and machinery, conveyor belts and material moving equipment, textiles, woodworking machinery, plastics and plastic machinery.

Norway a market for spare parts of U.S. machines

Much equipment furnished by Marshall Plan now needs repair; close pricing urged

By RICHARD B. FRODGE

Of direct interest throughout the entire machinery field, the Mission to Norway found, was the availability of spare parts for U.S. equipment furnished through the Marshall Plan and for various military assistance programs. Many of these tools and machines are now in need of repair. An appreciable market is assured.

Although U.S. manufacturers of rollers, graders, machine tools, aircraft, weapons, communication equipment, and similar items have an inherent advantage in providing spare parts for machines they made, this market will attract outside interests; therefore, some selling effort and close pricing will be needed.

Market for components

Many Norwegian manufacturers are equipped to manufacture miscellaneous parts. This practice is followed even when apparently uneconomical. Component manufacturers and power transmission firms might find a market.

The market for new equipment should not be overlooked. Most of the assistance programs have been terminated and sales must be made direct to the Norwegian Government and consumer and not through the U.S. Government as a central procurement office.

Although a member of NATO, Norway procures much of its own equipment and supplies. U.S. manufacturers can bid on a wide variety of products, many of them similar with or identical to products now being furnished to the U.S. Department of Defense. Concerns supplying this market within the United States should communicate with Norway as well as other members of NATO, SEATO, and other free nations. U.S. manufacturers of such items as tanks, special purpose vehicles, armaments and ammunition, aircraft, radar, and computers should have a good chance at this market.

INDUSTRY BESIDE THE FJORD: Located in a beautiful Norwegian Fjord setting is the 'Norsk Hydro-Electrisk Kvoelstofaktieselskab', the Glomfjord Salpeter plant, a typical far northern industrial scene.

Expansion of materials handling industry in Norway should lead to use of more reliable labor-saving equipment

Increasing industrialization and modernization, continued labor shortage point to potential market for these systems, especially the simpler automatic units

By RICHARD B. FRODGE

The materials handling industry in Norway is expanding in line with increasing industrialization and modernization of existing plants. Greater operating experience and continued labor shortage should lead to the use of more reliable labor-saving equipment, a field in which the United States is dominant.

Simple units have potential

Sophisticated automation seems to be primarily confined to the United States. Only a few Norweign firms are now ready for such systems. The simpler automatic units, though, have a large potential market. U.S. prices seem low in general on a comparable equipment basis, but our units tend to be heavier and more elaborate. Norwegian firms can be sold on the stronger, trouble-free American constructions but the use of lighter, simpler units also should be considered.

Present competition is primarily English, Swedish, German. Most firms claim they have not bought U.S. equipment solely because no U.S. firm has tried to sell to them. Local representation is needed. Service and prompt action are as necessary in Norway as elsewhere. Most firms need longer credit terms than are customary within the United States; but export credit insurance programs are offered through the U.S. Government at low cost. A good product with proper service and reasonable price is in demand in Norway.

Expansion planned

Many Norwegian firms plan expansion. Boom conditions are expected by

many businessmen. Most of the foreign equipment now in use has lower capacity and higher operating cost than comparable U.S. units.

Interest in all of the new American products and developments is widespread. Special application machinery of all kinds received avid attention. Most local and European equipment was relatively simple without special-purpose refinements or attachments. Diesel-powered and light-weight units were requested for yard and road use. Containerized handling was of interest.

U.S. business practices can be successfully applied in Norway. Buying and selling methods are almost identical with those used in the States. U.S. companies with subsidiaries in Norway seem to have no unusual operating problems. English is widely used throughout the Norwegian business community. Simple, easily understood wording is advised. Some business terms, such as f.o.b., have different meanings in different lands.

A U.S. company doing business in Norway might well want to have a local manufacturer fabricate simple, bulky items and ship to Norway only the more complicated machinery. Much of the conveyor belting is available from Norwegian manufacturers at competitive prices. Assembly of components could take place at the job site. In general, Norwegians are skilled, trained, competent and well equipped to handle this work. Several local manufacturers expressed interest in such an arrangement. Many have had machinery and conveyor experience.

As U.S. prices seem competitive and U.S. equipment preferred, it would seem this market could be opened.

Trade with Norway should be pursued

Export opportunities have been available for some time, but often unnoticed by U.S. firms

By WILLIAM J. GEARNS

The potential volume of trade with Norway is not massive but is interesting enough to go after with vigor.

Export opportunities have been available for some time but often have gone unnoticed by U.S. manufacturers and are seized by other nations—Germany, Italy, and the United Kingdom. The standard of living in Norway is one of the highest in the world and therefore offers buying power for many consumer products.

Although a small country, Norway has natural geographical obstacles which makes distribution of goods slow and costly, a fact few U.S. firms realize. Making personal contacts in the northern sector of the country can consume as much as eight days and is expensive.

The Norwegian businessman is well schooled in commerce, is honestly straightforward in his dealings, and will not undertake anything he feels he cannot handle financially. He dislikes aggressive push by either buyer or seller.

Areas of opportunity

The "bulls-eye" for U.S. firms lies not with capital goods so much as with consumer products.

Packaging machinery, laminators for high-pressure laminates and advanced extruders, which are tied to technological improvements, are being sought from the United States now as well as from Europe. Their rising labor costs and long delivery dates are making U.S. equipment look more attractive.

A housing shortage in certain areas and evidence of plant expansion in some fields should help create more demand for construction and building materials. Flooring is of particular interest, especially insulated floor products.

Dried fruits are in demand from many groups. The Middle East offers greatest competition. Yeast and wheat germ are also in wide demand by Norwegian food specialists.

"Made in U.S.A." has prestige

Purchasing power is available for consumer products. "Made in U.S.A." carries a prestige found in no other product in Norway. Stores make a point that the product not only carries an American name but was actually made in the United States and therefore has a better finish, appearance, and other desirable characteristics.

Consumer products also offer possibilities for licensing agreements, joint ventures, or assembly operations.

U.S. firms are not making enough good sales presentations, and for this reason far too few brand names are to be seen in stores and windows.

If the U.S. businessman looked at Norway as he would one of the ten major markets in the United States and planned accordingly, there is little doubt that immediate sales would result. We need only ask and we could pick up a solid customer.

U.S. food processing machinery can be sold in Norway

Expanded market seen by forward looking industry men there

By MARTIN A. EVERS

We can sell U.S. food processing machinery in Norway if we will. I think the profit is there.

As a whole, the men in the Norwegian food industry are progressive. They foresee an expanded market for their products as a result of anticipated international reductions in tariffs. They recognize that an expanded market imposes new demands on their productive capacity. Of course, there are hand sitters who see only a small market created by the demand of 3,655,000 people—the Norwegian population. The U.S. industry should concern itself primarily with forward looking Norwegians.

Machinery traditionally is purchased by a Norwegian manufacturer through a commission agent. The Norwegian commission agent, generally less forward looking than the manufacturer, usually deals with European sources of supply from habit and because of proximity and the ready availability of spare parts. There is evidence that the Norwegian manufacturer is willing to by-pass the agent or insist upon obtaining knowledge of U.S. food processing machinery.

The U.S. supplier is faced with several problems, however. The market at present is small in U.S. terms; but expansion to the whole of Scandinavia is being developed and projection into the world market is anticipated.

Isolated installation of U.S. food processing machinery in Norwegian industry means that the immediate availability of know-how, spare parts, and service to the Norwegian manufacturer is unprofitable for the American supplier. The Norwegian manufacturer wants to see the U.S. representative, to talk about present equipment and to have the opportunity to buy more. Establishment of pooled, or "circuit-rider" know-how and service might help to solve this problem. Also, a parts program could be set up in the free port of Copenhagen.

We must sell our product as we do in the United States—machinery that runs well and uses minimum labor.

SMELTING FURNACE: Elektrokemisk A/S, leading builder of smelting furnaces, near Kristiansand.

U.S. brand names not well enough known in Norway; acceptance generally favorable

Trade can be expanded if firms give more attention to this market, especially through specific contacts reported by Trade Mission

By JAMES R. TURNBULL

The Norwegian business economy is characterized by all the problems of a small market and by the unique geography of the country.

The general attitude toward, and acceptance of, U.S. goods is favorable; the majority of our product lines are too little known, however, and such knowledge as does exist is frequently outdated in technology and price.

U.S. trade with Norway can be expanded considerably, if those segments of American industry and commerce which have given this market little attention take advantage of the contacts established by this Mission. Where specific contacts are lacking, reasonable diligence in searching out commercial interest will produce results.

The Norwegian businessman is solid and conservative by nature and rarely the "go-getter." Therefore, as a buyer, he will rarely explore all the possibilities for resources, and tends to follow channels which have been adequate in the past.

West Germany and the United Kingdom are the most solidly entrenched in machinery and equipment, as well as in noncapital goods, followed by Switzerland. Selling efforts by these countries appear to be aggressive in coverage and in the extension of comparatively generous terms and conditions of sale.

The formula for a larger U.S. share of Norway's purchases from overseas does not differ in any marked way from the standard elements of a good domestic marketing effort: Competitive prices, prompt service and delivery, quality product, good sales representation.

Outstanding examples of penetration of the Norwegian market are found in such diverse areas as Bardahl lubricants, Outboard Marine Corp. outboard motors, Eastman Kodak products, National Cash Register items, I.B.M. equipment. Such examples, unfortunately, are few and this may be indicative of a lack of effort on the part of U.S. firms.

U.S. textiles, especially those not typical of European production, and incorporating American advances in synthetic fibres, have definite possibilities. Rug and floor coverings, such as solid color, textured, wall to wall carpeting can be sold. There was considerable interest in the possible availability of U.S. ready-to-wear clothing in all categories.

U.S. machinery and equipment is generally recognized as of good quality. The current assumption is that it is also high priced and that delivery is slow, and service including replacement parts is not good. Some comparisons made by the Mission indicate that U.S. prices are increasingly competitive as German costs and prices rise; also, that our delivery times are actually favorable.

Woodworking equipment

Norwegian timber, because of species and climate, is commonly harvested in well below average U.S. log dimensions. Sawmills are small and equipped to carefully handle logs which would be uneconomic for U.S. lumber producers. Therefore, U.S. equipment is designed and scaled in considerable degree, to process products not characteristic of the Norwegian industry.

Our developments in processes and equipment to salvage and combine short lengths, and odd pieces of lumber trim, appear to be of interest, including edge gluers—finger-jointing equipment—and processes for producing a combination softwood-hardwood flooring system.

All major U.S. companies are well represented in the Norwegian market. There still remain qualified importer-agents looking for U.S. lines to handle who deserve consideration by smaller companies producing specialty products in the plastics and synthetic resins field.

Norway's strong position as a producer of pulp, paper, and chipboard continues to offer a promising market for synthetic resins to improve these products.

Definite possibilities for U.S. exports exist in packaging and materials handling, with emphasis on multipurpose machines or those with which minor modifications serve to adapt for various jobs; also, cargo handling and container systems for Norway's shipping industry.

Construction materials

Opportunities in this category appear to be limited to license of technology or export of unique materials characterized by favorable economics of in-place-costs. In some respects, notably one-family housing, Norway is highly traditional as to materials and architecture.

In high-rise buildings, Norwegians are advanced in the adoption of new architectural concepts. One Norwegian firm claims to have the best curtain wall construction system in existence—one which is weather-tight under all conditions without the use of sealants or caulking compounds. Much interest was expressed, however, in access to, or import of, U.S. aluminum-and-glass window and door units.

Electronic Trade Mission to U. K. next May: opportunity to increase export sales

London, Birmingham, Manchester and Glasgow to be sites of Mission Trade Information Centers

The Department of Commerce will sponsor a U.S. Electronics Trade Mission to the United Kingdom from May 9 through June 5, 1964.

The outlook for increasing exports for many electronic products to this market appears promising and the objective of the Mission will be to promote U.S. exports in this field. The Mission will take with it Business Proposals submitted by U.S. companies. (See accompanying article.)

During their tour of Great Britain, the Mission members expect to visit many factories and meet with a large number of British businessmen.

Itinerary

The Mission will visit London, Birmingham, Manchester and Glasgow. Trade Information Centers will be established in each city to facilitate private businessman-to-businessman consultations. The Mission also will have a reference library of selected U.S. Trade and Industrial publications and directories.

The five or six businessmen selected to serve on the Mission will be specialists in the following fields of electronics:

1. Numerical Control Systems
2. Industrial Process Control Systems
3. Measuring and Testing and Production Controls and Devices
4. Ultrasonics
5. Advanced High-Performance Components for Electronic Equipment Including Solid State Devices.

Where to write

Businessmen interested in serving on this Mission are requested to write to: Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, or to any Department of Commerce Field Office.

It is desirable that these specialists be knowledgeable in the application of the above electronic systems, equipment, and components to the following fields:

1. Chemical Manufacturing
2. Food Processing
3. Combustion Engineering
4. Metal Working
5. Electronic Engineering

Trade contacts in U. K. electronic field offered

Business Proposals will be circulated in export drive

The U.S. Electronics Trade Mission to the United Kingdom will take Business Proposals pertaining to the Electronics field from American firms interested in obtaining trade contacts in the U.K. The closing date for submission of these Business Proposals to the Bureau of International Commerce Trade Missions Division is March 1, 1964.

U.S. firms which want to sell electronic products, devices or services covering this field, those seeking agency or distributor relationship or firms interested in entering into other business arrangements, are invited to participate in this program.

The proposals submitted will be printed in summary form without identification or address, in a booklet which will be distributed throughout the United Kingdom prior to the arrival of the Mission. Identification will be revealed only to appropriate foreign firms or individuals after consultation with a Mission member in regard to a specific U.S. proposal. U.S. firms will be provided the names of those firms in the United Kingdom which have a definite interest in their Business Proposal in order that follow-up action can be taken.

In contemplating use of the Business Proposal Service, it is urged that careful consideration be given to the practicality of each particular product, device or service to the United Kingdom.

It is required that Business Proposals be limited to items pertaining to the electronics field only.

Need current report

Your Business Proposal must be accompanied by one of the following, unless previously submitted within the past year: (1) Department of Commerce Form IA 57 (Registration of U.S. Firms Interested in International Trade or Investment), which may be obtained from your local Department of Commerce Field Office; (2) a current mercantile agency report, or (3) a current bank report.

How to submit 'BP'

To submit a Business Proposal, please answer the questions below and submit with two copies to the Bureau of International Commerce, Director, U.S. Electronics Trade Mission to the U. K., U.S. Department of Commerce, Washington, D.C. 20230, before March 1, 1964.

1. What electronic product, device, system, or service do you offer?
2. Do you wish to appoint an agent or a distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. NOTE: The Trade Mission will not seek a substitute for an established agent.
3. Are you interested in a joint venture? If so, describe your proposition briefly giving details of products or services to be provided.
4. Are you interested in licensing a qualified firm to manufacture your products abroad? Provide a description of the agreement you desire.
5. Do you wish to import for your own account or act as a commission agent?
6. What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by information such as brochures and other descriptive material in order that the Mission member can make the most effective sales presentation.

Market profile—United Kingdom

Area: The United Kingdom which consists of England, Scotland, Wales and Northern Ireland covers an area of 94,205 square miles.

Population: 53.3 million (1962)

Currency: Pound sterling (1 pound = $2.80). The pound is convertible for current transactions.

Per capita income: Annual National income per capita was about $1,178 in 1962 (U.S.—$3,100). Average hourly wage for adult male industrial was $.97 in October 1962.

Gross national product: $69.5 billion in 1962.

Motor vehicles: Vehicles under current license 1962, 10.5 million, of which 6.6 were private cars; 1.9 million motor cycles, etc.; 1.4 million trucks and vans; 93 thousand public conveyances.

Number of radio and television sets: As of December 31, 1962, there were 3.3 million current licenses for radios and 12.2 million licenses for radio and television combined.

Electricity: Output capacity of electricity in the United Kingdom totaled 11.3 billion kilowatt hours in 1961. Characteristics: Alternating current, 50 cycle, triple phase.

Principal cities: Population of Greater London as of 1961, 8.2 million; Birmingham, 1.1 million; Glasgow, 1.1 million; Liverpool, 746,000; Manchester, 660,000.

Value of foreign trade: (1962)—Total exports, $10.6 billion; total imports, $12.6 billion. Trade with the U.S. (1962): Imports from U.S., $1.3 billion. Exports to U.S. (including re-exports), $973.1 million.

Principal exports: Machinery and equipment, road vehicles and aircraft, chemicals, iron and steel, manufactures of metals, textiles.

Principal imports: Foodstuffs, ores and metal scrap, tobacco, woodpulp and paper, petroleum, chemicals, machinery and equipment.

Principal trading partners: Imports—United States (11 percent); British Commonwealth (35 percent); EEC (16 percent). Exports—United States (9 percent); British Commonwealth (31 percent); EEC (20 percent).

Data on the size and scope of your firm, catalogues and price lists are appropriate for this use. Price information should include cost/insurance/freight (cif) quotations.

If representing several firms, it may be advantageous to submit a separate Business Proposal for each client, with each specified by name and contact.

Firms offering a wide variety of electronics products, are asked to summarize them by groups in their letter.

Printed material on product or service may be included with Business Proposal for distribution to firms in the United Kingdom. However, no more than fifty single sheets can be shipped abroad for each proposal.

Business Proposals must be accompanied by one of the following unless previously submitted within the past year: (1) Department of Commerce Form 1A 57 (Registration of U.S. Firms Interested in International Trade of Investment) which may be obtained from local Department of Commerce Field Offices; (2) a current mercantile agency report; or (3) a current bank report.

A booklet containing a summary of all Business Proposals will be distributed in the United Kingdom. It is necessary, therefore, that a summary in 35 words or less of each proposal be submitted for inclusion in this booklet, at the time the other information is forwarded to the Department.

U.S.-Canadian management seminar slated for Feb. 10-21

The 5th annual Canadian-American Seminar for Management will be held at Goddard College, Plainfield, Vt., Feb. 10-21, 1964.

Designed as a high level exploration of Canadian-U.S. business and cultural relations for business executives in both countries, the 1964 seminar program is being planned around the general theme: "The Dynamics of Canadian and American Growth."

INDIA-EEC TRADE TALKS

Trade discussions between Indian and Common Market officials have taken place recently, following an Indian request for establishment of trade ties with the Common Market.

Australian buying habits changed in last 5 years

Toiletries, drugs, TV sales jump; clothing, books, records, liquor lag

The Australian consumer has shifted his retail purchasing habits significantly in the last 5 years, according to a census of retail establishments recently published by the Commonwealth Bureau of Census and Statistics. A census of this type is made every 5 years in Australia.

While total retail sales (excluding motor vehicles, parts, and gasoline) increased about 27% between 1956/57 and 1961/62 (up from $4.7 billion to nearly $6 billion), certain categories of goods have had more than proportional increases. These include toiletries, cosmetics, pharmaceuticals, radio and television receivers and other consumer electrical goods and sporting and travel goods.

Sales of foodstuffs have merely kept pace with the general expansion of retail sales, as have sales of men's and boys' footwear, hardware, refrigerators, floor coverings, draperies and soft furnishings and tobacco (including cigars and cigarettes).

By contrast, consumer expenditures for clothing lagged significantly behind the general increase, with sales of men's clothing increasing only about 18% and women's clothing up about 16%. Other groups in the census which had a less than proportionate increase over the 5 year period were periodicals, books, stationery, jewelry, musical instruments, phonograph records, and alcoholic beverages.

N.Y. firm sells 35 diesel locomotives to Peru

ALCO Products, Inc. of Schenectady, New York, has announced receipt of a $7.6 million order from Peru for 35 diesel-electric locomotives.

The locomotives—purchased by the Peruvian Corporation—will be specially equipped to permit operation in altitudes ranging from sea level to nearly three miles high.

Thirty-one will be delivered this year, with the balance scheduled for shipment in 1964.

Dozen more U.S. firms receive 'E' awards for boosting exports

7 firms honored at July 2 ceremony in New York City; 4 service organizations cited along with 8 manufacturers

A series of 5 early July "E" award ceremonies brought President Kennedy's export and travel honors to another dozen U.S. organizations. Banking services, marine insurance and travel promotions, together with exports of several consumer and industry products have been developed by these new "E" winners.

Overseas markets have been developed and expanded for U.S. greeting cards, chain saws, drafting and surveying equipment, typewriters, hops and food industry equipment.

At one "E" ceremony, held July 2d in New York City during the Netherlands Trade Mission debriefing, awards were presented to 7 firms.

Officials participating in the 5 ceremonies held in New York City, Trenton and Atlantic City, N.J., and Washington, D.C., included Under Secretary of Agriculture Charles S. Murphy, New Jersey Governor Richard J. Hughes and Harold Linder, President of Eximbank.

• **AMTEA Corporation,** the American Machine Tool Export Association of New York has made a notable success with its export expansion drive in Latin America. Established as an export organization for machine tool manufacturers, it has developed a well integrated sales and service system, employing the technical assistance and service which have been traditional for the U.S. market. As a result, exports of its 16 associate members to Latin America have steadily increased in a market formerly dominated by European suppliers.

• **Aqua Meter Instrument Corporation** of Roseland, N.J.—July 9 in Trenton, N.J.—has demonstrated dynamic and aggressive salesmanship in international markets and in its percentage of export sales over the past few years. Overseas sales growth was achieved by developing and adapting its line of marine instruments to foreign markets, executive travel overseas, modification of sales literature and establishment of a sales network overseas.

• **Buschman Products, Inc.,** New York—July 2, New York. Normally a manufacturer of stabilizers for colors and chemicals in textiles, the company developed a stabilizer for low-fat-content ice cream for the Japanese market. Continuing, rapid advisory service was provided. Meanwhile, a high-potency stabilizer was formulated by a continuous process of helping their Japanese customers improve their products. Sales have multiplied and with help of its enterprising Tokyo office, the firm controls more than 50% of Japan's stabilizer business.

• **First National City Bank,** New York—July 2d in New York. The bank's international banking and credit facilities have effectively aided the U.S. export drive. Branch banks throughout the world now number over 90 and in a single year over 52,000 credits were issued to serve U.S. suppliers selling abroad. By coordinating financing for the development of ore deposits in one African nation, for example, sales of some $34 million in U.S. goods and services resulted.

• **John I. Haas, Inc.** Washington, D.C.—July 3 in Washington, D.C. This leading U.S. grower and exporter of hops has farms in California, Oregon, Washington and Idaho. Export sales have consistently risen to where they constituted 46% of the firm's total sales in 1961. Their aggressive sales program includes a 7-man staff which keeps in constant touch with foreign breweries, another 7-man office serving the European market from Munich, having the export manager visit all customers periodically, furnishing fine samples of various types of American hops for use in test brews and supplying ample market reports and other sales literature. In making the presentation, Under Secretary of Agriculture Charles S. Murphy commended the company for overcoming prejudice against American hops in certain overseas markets.

• **Homelite, a division of Textron, Inc.,** Byram, Connecticut—July 2 in New York. Homelite developed a program of export selling based on sending representatives abroad to demonstrate its products (chain saws, portable pumps and electric generators) and training men locally to provide maintenance and service. The company supplemented these activities with exhibits at international trade fairs, intensive overseas advertising, and by having sales literature prepared in foreign languages. This formula resulted in an impressive growth of sales around the world.

• **Insurance Company of North America,** Philadelphia, Pennsylvania—July 9 in Washington. Through a carefully planned and executed program instituted in 1960, the Insurance Company of North America has provided counsel and guidance to thousands of new and prospective exporters. The company took active part in numerous export expansion seminars and forums, and well over 100,000 people have been instructed in the practicalities of exporting through INA-produced motion pictures, articles and brochures. In making the presentation, Eximbank President Harold F. Linder noted that INA was one of the original companies founding the Foreign Credit Insurance Association, which together with Eximbank offers export credit insurance to the nation's exporters.

• **Intercredit Agency, Inc.,** New York—July 2 in New York. Dealing exclusively in the specialized field of export credit and finance, Intercredit has assisted many U.S. companies to either expand sales abroad or enter export operations for the first time. Through programs to assist overseas buyers of U.S. products—helping to establish lines of credit in the U.S., arranging export credit guarantees, maintaining close relationships with financial institutions in the U.S. and abroad—this firm has provided services essential to successful exporting. Of the firm's 140 exporting accounts spread over 26 states, 20 were new exporters.

• **Keuffel & Esser Company** of Hoboken, New Jersey—July 9 in Governor Hughes' Office, Trenton. Keuffel and Esser adopted a well-conceived aggressive marketing program and expanded its foreign distributor network from 35 to 65 foreign markets in 2 years. Concentrating sales efforts in countries considered traditional suppliers of many of its products (slide rules, engineering drafting and surveying equipment), the company has made sales in 101 foreign market areas and is competing successfully throughout the world.

• **National Association of Travel Associations, Inc.** of Washington, D.C.—July 9 at Atlantic City, N.J. For nearly 10 years the National Association of Travel Organizations (NATO) has promoted travel to the U.S. by foreign visitors. It alerted Government bureaus and private agencies to conditions of foreign travel in the U.S. which required correction or improvement. Its "Visit the U.S.A." drive led to a Presidential procla-

mation signifying 1960 as "Visit U.S.A. Year." NATO was also one of the first organizations to support the idea of a U.S. Travel Service. These farsighted activities serve the same long-range purpose as the Government's export expansion program; increased U.S. dollar earnings.

• **Success Greeting Card Company, Inc.,** New York—July 2 in New York. The Success Greeting Card Company has conducted an aggressive campaign to develop its export trade, particularly to the Latin American countries. Study of Spanish-American cultural patterns, personal contact with buyers, and selective training of native salesmen enabled the company to overcome strong competition, despite marketing barriers in some nations. The sales manager also makes a point of visiting all overseas accounts at least once a year. Small trial orders are also accepted. The firm feels that they will acquaint customers with the quality of U.S. goods, even though they don't result in any immediate substantial profit.

• **Underwood Corporation,** Washington, D.C.—July 2 in New York. The Underwood Corporation has increased its foreign sales impressively in recent years through the development of new designs, reorganization of production facilities, creation of a specialized sales organization, and intensive training for foreign servicemen and dealers. Exports to developing nations have been increased by establishing plants overseas to which made-in-U.S.A. parts are shipped for assembly; and its sales in industrial countries have climbed steeply.

Seasonally-adjusted imports running 3% ahead of 1962

The Census Bureau has announced that seasonally-adjusted U.S. general imports during May were valued at $1,444.6 million, about 2% higher than the April seasonally-adjusted total of $1,423.3 million.

Seasonally-adjusted imports were running at an annual rate of $16,652 million through May, about 3% ahead of the pace for the first 5 months of 1962.

The more notable increases for May were in imports of animal and vegetable oils and fats; inedible crude materials, except fuels; and manufactured goods classified chiefly by material. The more noteworthy decreases occurred in imports of food and live animals; machinery and transport equipment; and beverages and tobacco.

Consul suggests a U.S. Pavilion in Milan

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Milan, Italy—The low afternoon sun played through the windows of the United States Consulate overlooking the Piazza della Republica. There, in an office of spartan decor, a fifteen year veteran of the foreign service, United States Consul Clarence Sonne, was developing a project that made good sense to his listeners.

"The Bureau of International Commerce is opening a trade center this year in Milan. It's a giant stride. This community is booming like a fireworks factory struck by lightning.

"But what, if not only a trade center, but a permanent United States pavilion could be erected that, among other things, would consolidate the 200 offices of United States firms already on this scene.

"The airlines would come, the American banks, the freight forwarders, shipping lines and it is a sporting chance that most others would, too.

"The consulate would be in one of the buildings. So would the trade center exhibition hall, with its bright changing turn-table of products, besides exhibits of commercial firms with permanent offices. It would look American, be American and an encouragement for Italians, as well as visitors of other nationalities, to ogle right here at a bit of Pennsylvania, Minnesota and Oregon.

"All United States operations would be better, support each other like a ball club, and give a stylish continual look at the United States and its products."

We suggested perhaps an American real estate development firm might be interested in going abroad to construct such a pavilion, if rentals could be reasonably guaranteed and the project would have consulate support.

"That's both of our jobs," said Sonne, a graduate of the Wharton School of Business. "We'll get the American firms in Milan to discuss it. You just get a builder or developer over here ready to talk."

An avante-garde idea, this Sonne has, bright and fresh and forward looking. If successful, similar approaches could develop in other foreign communities, making self-supporting, privately financed trade centers throughout the world.

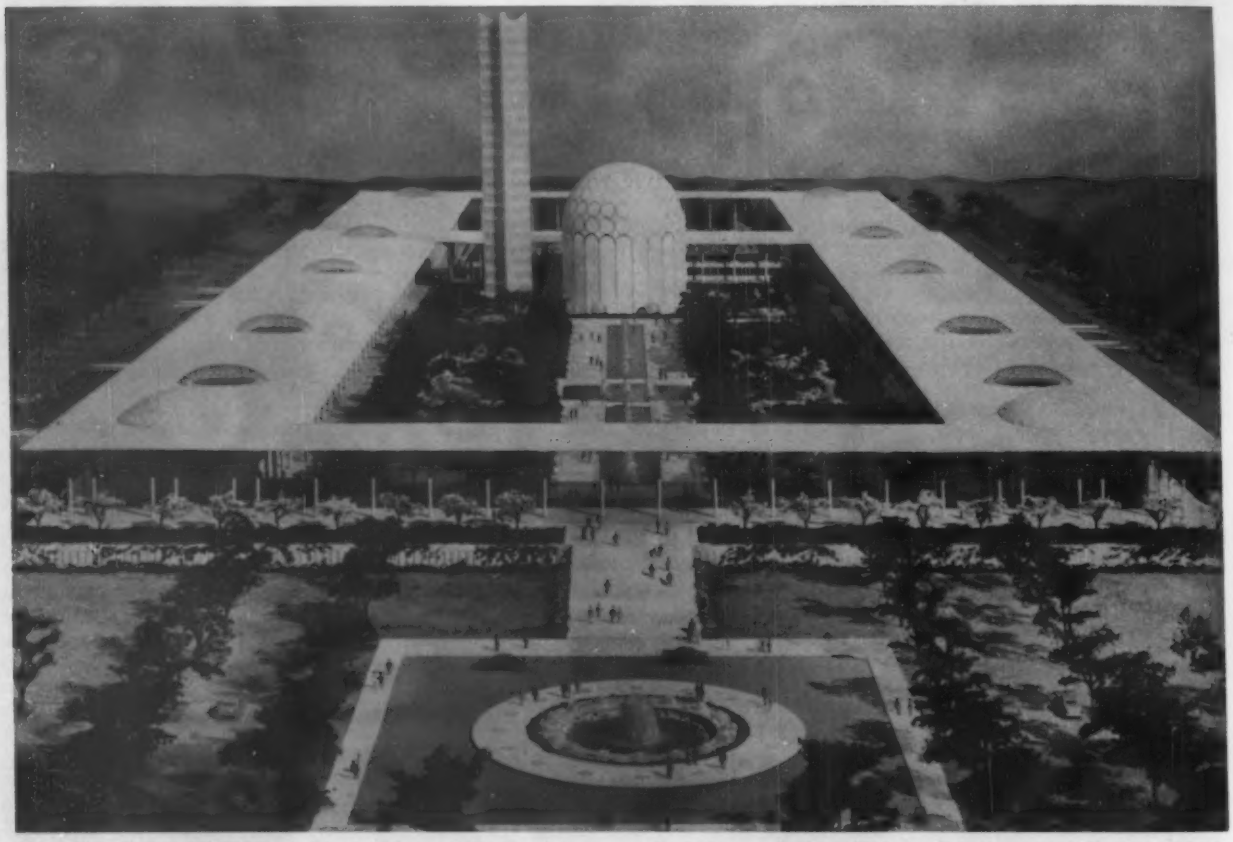
Consul Harry Stritman, who came to this statue dotted, marble-draped city of commerce and industry two years ago from Trinidad, is an old hand at International commerce.

"Why not a United States pavilion?" he asked. "Every showcase we put on a street corner that punches and drives for trade helps friendship, understanding and stitches our financial fences. Make a good tractor, then come over here, display it and sell it, and you're in the diplomatic corps. When a technologically advanced American firm sets up store in Milan their strength is United States parenthood."

"Another thing," continued Stritman. "We're here to help United States businessmen. We go all out. There's no such thing as using a little garlic. We expect newcomers to make our office their first stop.

"But, please, when you get home, tell them to come with something to sell, not generalities, to be ready to quote in meters and with lira prices laid down in Italy, not Indianapolis."

Around the world



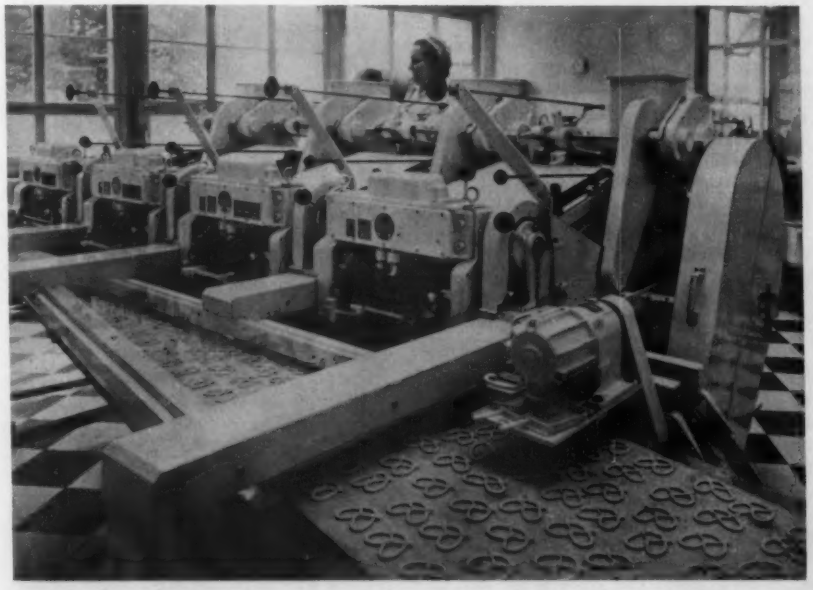
PAKISTAN ATOMIC INSTITUTE: Model of Institute of Nuclear Science and Technology to be built by AMF Atomics, American Machine and Foundry Co. To be completed by 1965, it will be located at Islamabad and will provide for research and training in nuclear physics, medicine, agriculture.

U.S. BANK IN LONDON: In England since 1895, American Express opens 28th office in the U.K. Left, Director Eugene R. Black, Chancellor of the Exchequer Reginald Mauldling, and A.E. President Howard L. Clark.

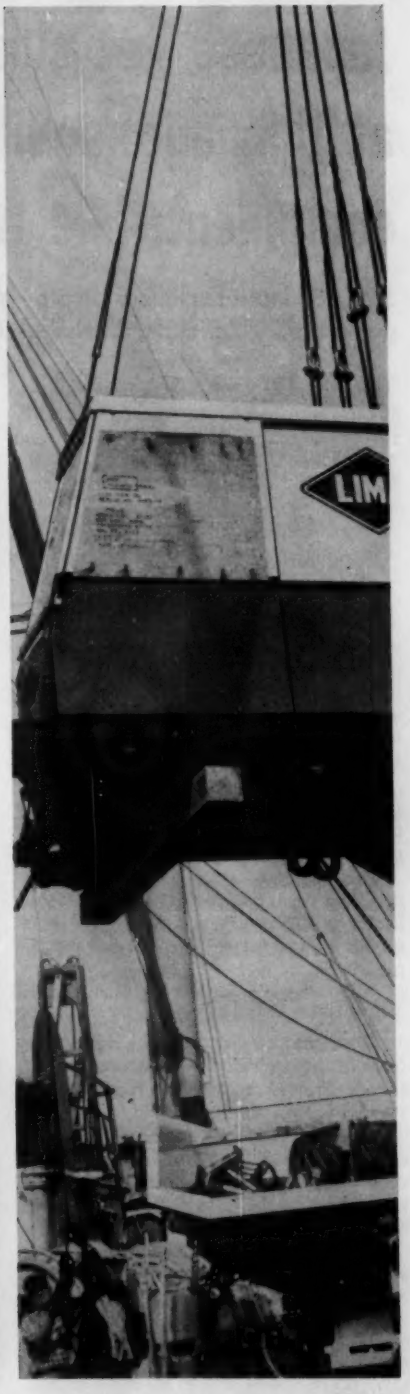
BOUND FOR PERU: This 170,000-pound rotary dryer, one of several built by Standard Steel Corp. of Los Angeles to be used by Fishing Peruana, S.A., at Supe, Peru, is loaded on Grace Lines' Santa Juana at Los Angeles.

with U.S. Exporters

PEORIA TO PAKISTAN: Caterpillar tractors, made by the Caterpillar Tractor Co., in Peoria, Illinois, are loaded on flat cars for the first step of their long trip to Kushtia, East Pakistan. Long in the export field, the Caterpillar machines can be found working all over the world. The serviceability of such machines are recognized by engineers and builders everywhere and the label "Made in the U.S.A." is accepted as a sign of quality and durability that helps to build export sales.



ANCIENT ART AUTOMATED: The pretzel was originated in Europe back in the middle ages, but until a U.S. firm installed the first pretzel-tying machine in Europe in Murten, Switzerland, it was always a slow, hand operation. The American Machine and Foundry Co., builders of the machine, successfully displayed it last year at the Commerce Department's Berlin Trade Fair Pavilion.



DESTINATION—RANGOON: This Burma-bound power shovel was built by Baldwin-Lima-Hamilton Corp. in Lima, Ohio and is one of 4 machines sold.

Japanese get close-up look at U.S. automobile maintenance equipment; like what they see

32 U.S. manufacturers display products at Trade Center; government officials, businessmen express keen interest

More than 200 representatives of Japan's automobile maintenance industry inspected the Automobile Service and Maintenance Equipment Show at the U.S. Trade Center in Tokyo on its opening day, July 9.

The show, which has aroused considerable advance interest among the trade in Japan is expected, in the words of the country's Vice-Minister of Transportation, Satoru Okamoto, to "contribute markedly to the progress of automobile maintenance in Japan." The exhibit, which continues through July 26, marks a major effort on the part of the U.S. manufacturers to expand their sales in the rich Japanese market.

Thirty-two U.S. manufacturers are displaying a total of more than 300 products, ranging from car waxes to dynamometers.

The Japanese maintenance industry has long regarded the U.S. as the world leader in the production of quality automobile maintenance and service equipment.

View from up close

The current show provides representatives of this industry with an opportunity to see first-hand a broad range of advanced U.S. equipment.

They are also able to receive immediate technical information on the items on show, as each display booth is manned throughout the exhibit by local agents of the U.S. participants.

About 10 of the exhibiting firms have sent home office representatives to Tokyo especially for the show.

Both opening day visitors and exhibitors expressed enthusiasm over the show. Comments on the products on display included:

Vice-Minister of Transportation Satoru Okamoto: "It is most fortunate we are able to see such new products without taking the trouble of travelling far away. We wish to make full use of this opportunity, and introduce your advanced methods to our country for the common benefit of the automobile industries of the U.S.A. and Japan."

The managing director of the Japan Automobile Maintenance Promotion Association, Kiyoshi Haga: "This show will certainly provide major impetus to Japan's maintenance industry. The opportunity to see first-hand the latest American maintenance equipment is arousing considerable interest among persons engaged in the automotive maintenance industry."

L. G. Langpop, Vice-President and Director of International Operations, Sun Electric Corp., an exhibitor: "We hope to sell our first Maxwell dynamometer this week. The show provides a wonderful opportunity to introduce both our new products and to exhibit the full-range of our existing lines."

J. G. Given, Jr., Vice-President, Car-Skin Products, Inc., an exhibitor: "I am tremendously impressed with the display facilities. We hope to get a considerable number of inquiries for our products during the course of the show."

'Expect good market'

A representative of Akiyama Auto Parts Co., local agents for Discal Corp., an exhibitor: "We have had a surprising number of inquiries about the car air-conditioners we are displaying for the first time in Japan. We expect to develop a good market by next summer."

An Engineer from Nissan Automobile Co., Japan's largest car manufacturers: "We are very interested in many of the items on display. The show is the first of its kind, and our company welcomes it as a means of seeing first-hand the latest American maintenance equipment."

A maintenance section chief from a leading Tokyo repair shop: "I am particularly impressed with the hand tools on display. They are stronger and better made than their locally produced counterparts."

A steady stream of visitors toured the show throughout the opening day.

Among exhibits attracting buyers' major interest is a Maxwell dynamometer being demonstrated on an American compact car.

Other equipment on display and being demonstrated include wheel aligners, tire changers, hoists, testing equipment for a variety of purposes, welding and allied equipment, engine analyzers and a variety of tools.

The second floor display features a wide range of waxes and polishes, cleansers, lubricating agents, paints and spray equipment and motor oils.

More than 20,000 members of the Japanese automotive industry from throughout the country have been invited to attend the show, which is the second to be sponsored by the Department of Commerce at the U.S. Trade Center, Tokyo.

35 U.S. companies to participate in Sydney fair

Products range from hand tools to farm equipment, machinery

Thirty-five U.S. firms will demonstrate their products this week and next at the Sydney International Trade Fair. They will be assisted by the American Chamber of Commerce in Australia.

The July 26-Aug. 10 fair is the fourth of a series of Bureau of International Commerce-U.S. industry merchandising exhibitions launched earlier this year. The show is the first U.S. export promotion exhibition in Australia.

Products shown will range from automobiles to fishing tackle and from hand and power tools to farm equipment. Also featured will be packaging equipment for supermarkets, gasoline engines, electronic equipment, machine tools, business machines, fabrics, sprinklers, commercial laundry equipment and other items which,

market studies indicate, will sell in Australia.

The U.S. exhibition is housed in a demountable pavilion designed especially for this fair (see cover). It is located on a 20,000-square-foot, landscaped plot on the Royal Agricultural Society's show ground.

Secretary of Commerce Luther H. Hodges has appointed W. P. Gullander, president of the National Association of Manufacturers, as his representative at the fair. The NAM official will also represent Secretary Hodges at "America Day," July 27, and will speak on U.S.-Australian trade problems before a number of leading Australian commercial groups.

U.S. firms invited to furniture fair in Spanish city

Woodworking machinery sales prospects 'especially good'

The Spanish Fair of Furniture, Wood and Wicker will be held in Valencia, Oct. 18-27.

Although it is a national fair, the show will include an international section for woodworking machinery. U.S. firms may participate directly or through their local representatives.

The U.S. Consulate in Valencia reports that a potential market for woodworking machinery exists among the local furniture manufacturers "who are becoming aware of the necessity to improve their manufacturing methods and to replace much of their present obsolete machinery."

Sales prospects are considered "especially good," the Consulate reports, for all types of woodworking machinery, including the following:

Electric power drills and sanders, strato planers, routers, rip saws, clamp carriers and high frequency bonding equipment. Various types of equipment for application of finishes, such a compressors, spray guns, airless spray, and hot spray, should also be of definite sales interest, the Consulate reports.

Market in West Germany rising for laundry and dry cleaning equipment, market report shows

Survey made in connection with show at Frankfurt Center; labor shortage reason for interest in automatic machines

The German housewife more and more is having her laundry done outside the home.

For the U.S. manufacturer, this means good market chances for laundry and dry-cleaning equipment, especially the larger type.

U.S.-manufactured laundering units and rug washing and beating machines are much in demand, as well as presses and ironing machines. Further opportunities exist in labor-saving devices for the garment industry such as garment presses.

Coin-operated laundries and dry cleaning stores, relatively new, are also proving to be popular in Germany.

These are a few of the points made recently by the Roy Bernard Co., Inc., Frankfurt/Main. The company did a market survey in Germany for the U.S. Embassy in Bonn, in connection with the Nov. 26-Dec. 6 Commercial Laundry and Dry Cleaning Equipment Show at the Trade Center in Frankfurt. Interested U.S. firms are invited to participate in the event.

Because of the increasing labor shortage in Germany, the larger firms are looking for machines which do entire working processes automatically, the market survey reports. Preferred are the various types of automatic machines which load the washers and insert laundry from the mangle—a machine for smoothing cloth by roller pressure—into the folding machines.

The rapidly growing demand for wall-to-wall carpeting and heavy draperies in Germany has created another export opportunity for U.S. firms. Only large labor-saving machinery, such as hydraulic vacuum mangles, are suitable for cleaning these materials. The ones now in use in Germany are mostly of U.S. origin, the market survey reports.

The market survey briefly pointed out the picture in the following four categories:

✔ Commercial laundries are trying to meet competition by offering cheaper prices for washing large pieces of household linen and by increasing automation to offset labor costs.

Some of the larger commercial laundries have installed special washing machines for synthetic materials, such as drip-dry shirts.

Shirt laundering, a substantial part of the commercial laundry business, experienced a setback when the dry cleaning firms introduced express service. The growing popularity of drip-dry shirts also contributed to this setback.

✔ Coin-operated laundries—there are now around 300 operating independently—are facing hard competition from the commercial laundries. Some observers think the coin-operated trade is only a temporary solution, the market survey states, while others think the number will increase.

✔ Coin-operated dry cleaning stores are a new service in Germany and little information is available on the development trends. At the moment, there are 80 such shops. The Norge firm plans to have 200 in operation by the end of this year.

✔ The upward trend in the dry cleaning trade has leveled off recently, but an annual increase of 7% to 8% is expected over the next few years. About 1,500 of the dry cleaning stores have added laundries to their business, the survey reports.

Further information about international trade fairs is available, unless otherwise indicated, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Australian imports up 15%; American goods well accepted; U.S. investment passes U.K.'s

Growing Japanese competition likely to become stronger; most economic sectors offer good development potential

The Australian economy continued to expand at a moderate pace in the first quarter of 1963, with nearly all sectors showing improvement, although some uncertainty and skepticism persisted over the pace and duration of the improvement. Unemployment fell but remained a trifle on the high side, and along with housing construction remained partial exceptions to the general upward trend.

Although 60% of industry was operating below capacity, or about at the November 1962 level, a recent private industry survey noted rising optimism among business groups for increased activity in the near future. As an inducement to increased investment, for instance, bank borrowing has been made cheaper by recent Reserve Bank action to reduce the interest rate.

Installment purchases are expanding and retail sales have increased. Liquidity and bank deposits remain high. Some $1.6 billion of approved overdrafts are unutilized, and deposits are at record levels.

Imports into Australia increased during the quarter to nearly 15% above a year ago, but exports continued to exceed imports by a considerable margin. Foreign exchange reserves increased to over $1.1 billion, a figure generally regarded as a comfortable level.

Australia continues to attract new investment, and returns on capital remain favorable. The rate of inflow from the U.S. exceeded that from the United Kingdom for the first time in June 1962. Government policy remains favorable to foreign investment, particularly when it represents new techniques, ideas, or products.

Foreign trade brisk

Total imports during the first quarter of 1963 were valued at nearly $592 million, up 15% over the same period of 1962. The U.S. supplied some 20.3% of the total, a slight increase over the same quarter of 1962. The U.K. share of the total fell from 31.4% to 30%, while the Japanese share rose from 5.3% to 5.9%.

Total exports amounted to $636 million, an increase of about 5% over first quarter 1962.

U.S. sales

Levels of specific commodities imported from the U.S. have varied widely. Imports of tobacco and cigarettes, textiles, roadmaking and mining machinery, pulp, paper and board, and paper manufactures declined from the levels of early 1962. At the same time there was an increase in imports of motor vehicles and component parts, a consequence of rapidly expanding motor vehicle sales and the popularity of automatic shifts, most of which are imported. Other items registering increases were communications equipment, chemicals and pharmaceutical products, metals and metal manufactures, and vegetable foodstuffs.

The trend toward increased imports from Japan will no doubt continue for a variety of reasons, including Japan's importance as a market for Australian wool and other primary products and the general assumption that Australia will soon grant Japan full GATT treatment. Negotiation of a new Australian-Japanese trade treaty has been underway since November 1962, and agreement is expected shortly.

The United Kingdom is making valiant efforts to alter the long standing adverse trend of a declining share of the Australian market. Its participation in the recent Melbourne Trade Fair was its largest in Australia to date and plans are underway for an exclusively British Trade Exhibit in Sydney in 1964. These efforts presumably will have some affect on the current pattern of trade.

Competition for U.S.

American goods continue to be well accepted in the Australian market. Consumer goods which incorporate new, novel features, or are of advanced design, are likely to find a ready market, as are capital goods of proven quality even though they may be at a price disadvantage. A likely long range trend is for domestic and third country competition to increase, however.

Third country competition generally can be expected to increase, particularly from the United Kingdom and Japan. While the present level of imports from Japan is low, Japanese exporters also are benefiting from the short delivery times in many lines, their growing reputation for delivering quality products and a generally improved psychological atmosphere in Australia toward commercial relations with Japan. The importance of the Japanese market to Australia is also receiving general recognition.

Government policy on protection for domestic industry against imports remains committed to encouraging domestic manufacture through higher tariffs and other means. However, references to the Special Advisory Authority for emergency protection have dropped off sharply even though the Tariff Board remains occupied with requests for increased protection against imports. There also has been a lessening of the threat posed to imports during early 1962 as the economy has recovered and Government confidence has returned.

Foreign capital inflow has recovered from the effects of the early 1962 recession. The rate of American capital inflow

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

exceeded that from the United Kingdom for the first time toward the end of fiscal 1962, despite the generally discouraging outlook for investment during that period.

The need for foreign capital has not abated despite periodic resumptions of public criticism of its size, the cost of servicing this debt and the exclusive ownership policies of some companies. Additional foreign capital is being sought by several state governments, particularly South Australia and Western Australia, in connection with development plans.

All areas promising

Nearly all sectors of the Australian economy can be considered as potential areas of development opportunity. The economy is generally expanding overall even though some excess plant and manpower capacity exists. Although there is some continuing concern over persisting business hesitance, Government circles are convinced that the pace of recovery is consonant with the goal of maintaining cost stability.

The automobile industry and its suppliers have continued to demonstrate outstanding performance, with vehicle registrations at record levels during the 1962 calendar year and almost as high since that time. General Motors-Holden's has announced a $34 million, 3-year expansion program to raise production levels. Australian affiliates of Chrysler and Ford also have shared in the industry's success.

Mineral output

Exploitation of mineral deposits is continuing. Aluminum, particularly, received much attention during the quarter and new production facilities placed in operation introduced a measure of price competition previously lacking. Petroleum exploration is expanding, spurred on by the successful 1962 strikes in Queensland. ALCOA opened a new plant with a capacity of 40,000 tons per year; COMALCO began alumina production and export at Weipa; studies of alumina prospects in Arnhem Land were initiated by the French firm, PECHENEY.

The petroleum industry in Australia during the quarter also witnessed the opening of a $36 million refinery by Standard Vacuum at Adelaide and the beginning of pipeline construction from the Moonie oil field in southern Queensland to Brisbane. Plans also have been announced for 2 new petroleum refineries in the Brisbane area.

Australian consumer expected to spend more on leisure, self

One consumer durables boom ended, another on the way; future growth linked to adequate educational facilities

In a recent special survey, "Promise of the Future," the Australian *Financial Review* discussed the prospective growth of the secondary and tertiary sectors of the Australian economy.

The article reported that:

(1) A rapidly rising part of future consumer expenditure will be spent on the service industries, particularly for personal care and leisure.

(2) If the accelerated pace of technological change is recognized by the community, a greater expenditure on education will follow.

(3) During the 1960's the Australian consumer will pay more for his food, not because he will be eating more, but because he will be willing to pay for better presentation and greater convenience.

(4) The consumer durables boom of the 1950's has come to an end. Output indicators for these goods, such as refrigerators, washing machines, and television sets have been slipping since late 1960. Although the market for these goods was to some extent affected by lagging home construction during the last 2 years, it was mainly limited by a saturation of the market.

A new thrust is expected in this market, but from what direction is uncertain. The more obvious consumer durable growth areas are in dishwashing machines, garbage disposers, and new generations of "established" consumer durables, such as automatic washers and television sets.

(5) Marketing techniques are likely to include an increasing content of psychological obsolescence.

(6) The consumer durables market may receive a big boost from a more imaginative application of small electric and gasoline power sources or from technological breakthroughs.

(7) Sales of "established" consumer durables will stop declining about the middle of next year and in the early mid-60's will register a steady advance. Acceleration in the rate of sales will occur after that time due to an increasing rate of household formations and an expanding replacement market.

(8) Sales of consumer durables not yet "established" in Australia are likely to be marked by a period of rapid expansion before tapering off following technological obsolescence.

(9) The number of motor vehicles registered may nearly double by 1970 to a total of 6 million. The market for a second family car is virtually untouched, and the replacement cycle for motor vehicles is expected to be shortened.

The article concludes by relating the prospective advances of secondary industry to the necessity for a more educated work force and stating that Australia's future growth will depend to a great extent on whether educational facilities are enlarged to meet the rapidly expanding requirements of industry.

U.S. power firm reinvests $3.9 million in Mexico

The American and Foreign Power Company has reinvested $3.9 million realized from the 1960 sale of its Mexican properties in a new $16.8 million aluminum smelter in Vera Cruz. Associated with American and Foreign Power in Aluminio, S.A. de C.V. are the Aluminum Company of America, Intercontinental S.A., a private Mexican development and finance corporation, and the Export-Import Bank of Washington.

Mexican authorities called Aluminio the type of foreign investment that is profitable to the participants while contributing to the announced Government policy of fostering the development of basic industries distributed throughout the country to provide equal employment opportunities in all areas.

BURROUGHS SUBSIDIARY

Burroughs Corporation, which sold $7.5 million worth of business machines in Norway last year, has formed a subsidiary, Burroughs A/S, Oslo.

WORLD TRADER: Hong Kong harbor sparkles in the glow of an increasingly favorable trade picture, as ships from all over the world wait to discharge their cargoes. The construction boom has completely changed the face of Hong Kong, and practically all pre-war buildings have disappeared to make way for skyscrapers of 20 or more stories. The ferryboats scurrying about the harbor carry more than 37 million passengers and 2 million vehicles between Victoria City (foreground) and Kowloon each year.

Hong Kong's economy healthy; trade prospects look good

High-priced cotton drops U.S. exports 12% below 1962 levels; Government and businessmen drive to expand trade contacts

After last year's record-shattering expansion, Hong Kong's economy experienced its usual first quarter leveling-off. However, compared to the corresponding quarter in 1962, many sectors of the economy were doing better, and prospects for the coming months were excellent.

Total imports were down from fourth quarter 1962, but slightly up over the first 3 months of last year; exports were up 12% over January-March 1962. Of particular interest to U.S. exporters was the definite evidence of stepped-up trade promotion in the Colony by third countries. However, the U.S. continued as Hong Kong's leading customer.

Although the pace of business activity during the quarter was not remarkable, there were indications that the tempo of industry and trade would accelerate in coming months. Banks reported financing a large volume of imports, the effects of which would not be manifest until the second or third quarter. A large number of letters-of-credit were opened for the import of European metals, machinery, paper, industrial chemicals and medicinal and pharmaceutical products.

U.S. buys less

Hong Kong's total foreign trade during the quarter was down by $8.6 million from the preceding quarter, but showed an increase of $17.7 million over the corresponding 3 months of 1962, mostly in stepped-up exports, which totalled $156.45 million (excluding re-exports), up 12% over first quarter 1962. Of this total, the U.S. absorbed $39.4 million (25.2%), well below the corresponding period last year, during which an unusually large volume of textiles was shipped.

Nearly 47% ($72.9 million) of the Colony's exports went to Commonwealth countries, an increase of 19.5% over January-March 1962. The United Kingdom imported $36.7 million of this amount, retaining its position as Hong Kong's second largest customer. European orders for clothing and footwear were strong, and exports to the EEC, chiefly West Germany, increased sharply. Transistor radios, while fast becoming a leading export item, are still well behind textiles and plastic flowers and toys.

Total imports showed only slight variation from either the previous quarter or the coresponding quarter of last year. Mainland China, Japan, the United Kingdom and the U.S. remained the leading suppliers. Imports from the U.S. were 12% below those of first quarter 1962, due primarily to a $1.3 million (48%) drop in sales of raw cotton due to the conspicuously higher price of U.S. cotton on the world market. The U.S. is also encountering growing competition in a wide range of lower-priced consumer goods from Japan and Italy, and fruit and vegetables from Australia.

Mainland China, providing 20% ($58.5 million) of Hong Kong's imports during the quarter, was able to increase its exports of food considerably above the corresponding period in 1962.

Export campaigns

The Hong Kong Government and leading business associations and individuals are becoming more active in promoting local exports. The Hong Kong General Chamber of Commerce plans to participate in the Frankfurt Trade Fair and other European exhibits, and the Chinese Manufacturer's Association announced that there would be a mission to Southeast Asia in May, with other groups to visit Japan and the Middle East later in the year. The Government will sponsor an official trade mission to Western Europe in October.

Conversely, other countries are greatly expanding trade promotion efforts in Hong Kong. For example, Italian Government and private enterprises have concentrated heavily on expanding their sales in the Colony, with an official trade mission and a large and widely publicized trade fair.

The U.S. will send an official mission to Hong Kong in November. Advance reaction in the Colony has been excellent.

In addition, Australia, Japan, India, Thailand and Great Britain are either initiating or intensifying their efforts to sell in Hong Kong.

Hong Kong exporters have showed increased interest in the possibilities of supplying commodities under the U.S. AID offshore procurement program. Inquiries have been received from a number of Asian countries, and orders are reported for agricultural and industrial chemicals, steel bars, radio kits, sugar and oil. The trend of inquiries and orders suggests substantial interest in Hong Kong as a source of AID-financed goods, although it is still too early to estimate the volume of sales which may result.

Industry output up

The major industrial developments during the quarter included an amendment to the Companies Ordinance which will permit registered private companies to alter their articles of association so they can participate in business diversification and industrial development by engaging in other types of business or merging with other companies.

Concern increased over rising costs of labor, which at its present low rates constitutes one of the primary draws for investors in local industry. In most activities, competition for skilled workers became more intense, and labor unions made widespread demands for higher wages, generally between 20% and 30%. Rents remained high but stable; the recent serious concern over widely spiralling residential rents was apparently alleviated. Office space and commercial premises remained scarce and expensive, with no relief in sight, despite the continued construction boom.

Of primary interest in the textile industry was the initiation of an export authorization system for all cotton exports to the U.S. which are not yet under restraint requests, so that all exports of cotton textiles to the U.S. are now under some form of supervision. Meanwhile, production of textiles continued at a high level, as indicated by exports totaling $84 million (including non-cotton textiles), up 11% over first quarter 1962 and 4.5% over the last quarter. The U.S. took 23.5% of cotton textile exports, a drop of 24.6% from corresponding months in 1962. Shipments to Great Britain increased substantially.

The local transistor radio industry continued to produce and export at a very rapid rate. First quarter exports of transistor radio sets increased almost 75% (350,000 sets valued at $1.7 million) over first quarter 1962, while imports of such sets decreased by 11% as the Colony became increasingly able to satisfy local requirements. The U.S. absorbed 56% of the sets exported during the quarter. Indications are that the high export level will continue, since most exporters have orders backlogged to July or August.

The Gulf Oil Corporation opened a $2.1 million terminal in January with a storage capacity of 7.5 million gallons. Gulf will supply fuel oil, diesel oil, kerosene, lubricating oil and greases (but not gasoline) to the local market.

A new cement plant, of which 51% ownership will be held by the Taiwan Cement Corporation, will open in September to process 120,000 tons of cement annually, for local use and for export to Southeast Asian and European markets.

Bankers expect another good year in 1963. Trade financing continued at a high level. There was some revision of interest rates, although it was neither coordinated nor unanimous. Increasing attention was focused on the forthcoming revision of local banking laws, with tighter banking practice as the anticipated result, especially regarding liquid asset requirements. Banking facilities continued to be increased; several branches were established in areas away from the central business district.

Construction activity

Investment in land purchase and office and apartment building construction continued at a high rate despite the recent limitation of residential rent increases to 10% every 2 years. It is generally felt that the boom will continue. However, real estate developers are becoming increasingly conscious of rising labor costs, which are narrowing profit margins. Labor costs now average about 30-35% of the total cost of a building, compared with 20-25% three years ago.

The approved fiscal year 1963-64 budget projected the traditional deficit, although prospects for sustained high revenue were good. Revenue is planned at $208.2 million, and expenditures are planned at $236.5 million. Increased expenditure on capital works is forecast.

ITALIAN REACTOR

A 250-ton reactor, produced in the U.S., was delivered to the SELNI nuclear power plant of Trino Vercellese (Piedmont). The 257-m.w. plant is Italy's third power reactor. The 200-m.w. SIMEA plant at Foce Verde (Latina) is already in production, while the 150-m.w. SENN plant at Punta Fiume (Caserta) achieved criticality a few weeks ago.

$30 million loan helps Colombia integrate railways

World Bank funds will pay for foreign equipment and services

The World Bank has loaned the equivalent to $30 million to the Colombian National Railways (CNR) for further improvement in the country's newly integrated railway system. The loan will be used for the purchase abroad of equipment and engineering services during the first 2 years of a 10 year CNR program to modernize Colombia's railroads.

The greater number of locomotives and freight and passenger cars are obsolete and must be replaced with modern equipment as rapidly as possible. An indication of the state of the railroads is the fact that there were almost 700 train derailments in 1960. The new carrying capacity must come from heavier trains pulled by diesel locomotives. Consequently, part of the funds from the new Bank loan will be used for the purchase of 1,150 new freight cars and 37 diesel locomotives. Components will also be bought for another 200 freight cars and adequate supplies of spare parts for the diesels.

Regional rehabilitation

The second immediate need is to begin the rehabilitation of what were the regional railroads. Funds from the new Bank loan will be used to buy rails and accessories for the renewal of about 130 miles of track during the first 2 years of the program, steel for bridges and a variety of other railroad equipment and materials.

Provision is also being made for the training abroad of selected railroad personnel and the services of consultants to assist CNR in setting up workshops and procedures for the maintenance of diesel locomotives.

'SANFORIZED' IN S. AFRICA

Sanforized Service of South Africa has opened an office in Johannesburg to promote the use of its process in the textile industry. Four textile concerns in South Africa and Rhodesia already have Sanforizing machines, under license from the Sanforized Division of Cluett, Peabody and Co., Inc., of the U.S.

Turkish imports, project studies get U.S. financing

All goods and services needed will be procured in U.S.

Turkey will import a wide range of commodities from the U.S. next year and will hire U.S. consultants to conduct feasibility studies under loan financing authorized by the Agency for International Development.

Major categories of commodities to be purchased with the proceeds of a $35 million AID loan include industrial machinery and equipment, iron and steel materials, lubricants and vehicles.

A separate $3 million loan will finance the services of consultants for technical and economic studies of projects proposed in Turkey's Five Year Plan, now in its first year. Investigations of these projects, which are expected to be partially financed by outside assistance, require professional skills that are in short supply in Turkey.

All goods and services to be financed by the 2 AID loans will be procured from the U.S.

The loan funds will be available for studies by private companies as well as Turkish Government agencies. One of the principal sponsors of the feasibility studies will be the General Directorate of State Hydraulics Works, which plans to investigate flood control, irrigation and hydroelectric projects.

Other possible projects being considered for investigation include development of copper smelting, industrial ceramics and tool manufacturing facilities.

U.S. says iron ore miners aren't hurt by concessions

Upon investigation, the U.S. Tariff Commission has unanimously found that iron ore is not, as a result in major part of concessions granted under trade agreements, being imported in such increased quantities as to cause the unemployment of a significant number of workers at the ore mines of the Tennessee Coal and Iron Division of U.S. Steel at Red Mountain, Alabama.

Pakistan to buy U.S. goods with $70.5 million loan

Commodities ranging from iron and steel materials to medicines and scientific instruments will be imported by Pakistan from the U.S. over the next 12 months to help meet requirements of the nation's second Five Year Development Plan.

An Agency for International Development loan for up to $70.5 million will cover commodity import costs other than those paid through Pakistan's own foreign exchange earnings or other aid. Help for Pakistan also is being provided by other members of a 9-nation consortium sponsored by the World Bank.

The new AID loan will finance $46.5 million worth of imports of iron and steel materials and $24 million in general commodities from the U.S. Major categories of imports for the private sector, which will use about half of the total general commodity financing, will include iron and steel manufactures, industrial machinery and equipment, medicines, chemicals, dyes, motor vehicles and engines.

U.S. contractor to build all-weather Thai highway

The U.S. and Thailand have agreed to build 2 urgently needed roads in an area of growing security importance near the Laos border of North and Northeast Thailand.

The Agency for International Development and the Thai Government will share equally the estimated $11 million cost of the 2 roads linking towns near the Mekong River border with present transportation arteries to the south.

The highways will be built by a U.S. contractor yet to be selected, while the bridges and culverts will be built by Thai firms whose capabilities have been developed largely by an earlier U.S. sponsored bridge construction program.

The roads will enable Thai security forces and commercial traffic to move freely in areas which now often are isolated during the long rainy season. With a total length of 195 miles, they will be gravel-surfaced and designed to assure all-weather access to this area of alternate monsoon floods and drought.

Preliminary engineering was completed June 10, and construction is scheduled to start November 1963 and be completed by June 1965.

Tariff commission to hold hearing on tariff changes

Hearing to begin July 29; views may also be submitted in writing

The U.S. Tariff Commission has released the proposed form of a 7th Supplemental Report of changes in certain provisions of the U.S. Tariff Schedules.

Items affected by the proposed changes are: cork insulation; chicory; metal scrap; exemption for returning residents; tanning extracts; heptanoic acid; istle; steel plates, sheets and strips; lawn sprinklers; steel rectangular hollow tubes; band saw blades; wood particle board; and gas-operated refrigerators.

A public hearing will begin at 10 a.m. on July 29, 1963, in the Hearing Room of the Tariff Commission Building, 8th and "E" Sts., NW., Washington, D.C.

Information and views also may be submitted in writing. Nineteen (19) copies of written statements must be submitted. Each such statement should be submitted as early as possible, and, to assure due consideration, no later than August 1, 1963.

Requests to appear at the hearing must be filed in writing with the Secretary of the Commission. Any such request must include (1) the name, address, telephone number, and organization of the person filing the request, and the name of any witness who will testify; (2) the particular provision on which testimony will be presented. Parties who have properly entered an appearance by July 24, 1963, will be notified individually of the date on which they are scheduled to appear and the time allotted for their testimony.

All communications regarding this notice should be addressed to the Secretary, U.S. Tariff Commission, Washington, D.C. 20436.

Loan buys U.S. equipment for Egyptian paper mill

A $5.7 million Agency for International Development loan will finance the costs of U.S. equipment needed to expand a paper mill in Alexandria, Egypt, for production of cardboard. The plant now produces writing paper and newsprint.

Grain sale to Senegal will create loans for U.S. firms

A Senegalese grain shortage resulting from a short crop will be relieved by purchase of $622,000 worth, or about 394,000 bushels, of yellow grain sorghums from U.S. suppliers under a Food for Peace agreement with the U.S.

Of the local currency received as payment for the grain sorghums, 50% will be used for loans to Senegal for Development projects to be agreed upon by Senegal and the Agency for International Development (AID) as part of U.S. economic assistance; 15% for loans to private investors, and 35% for U.S. expenses abroad. Information regarding the loans to private investors is available from AID.

Sales will be by U.S. private traders. Purchase authorization will be announced later.

Israel to buy U.S. goods with $21 million AID loan

A variety of equipment, materials and services required in the development of Israel's economy will be purchased in the U.S. with funds authorized by the Agency for International Development.

Major import items which may be financed by an AID loan of $21.2 million include trucks and tractors, iron and steel mill products, construction and earth moving equipment, metal manufactures and machinery and services for chemical, plastics, pharmaceutical and mining industries.

More than 95% of the loan proceeds will be used by Israeli private industry, the remainder by agencies of the Government of Israel.

Loan helps Liberia buy U.S. goods for new school

A $1.7 million AID loan will help pay for U.S. goods and services used in construction of a 10-building, 1,200-pupil junior-senior high school in Liberia's capital city of Monrovia.

The project was developed in a joint planning effort of the Government of Liberia, AID, and a team from San Francisco State College working in the country under an AID contract.

The loan will finance procurement of goods and services in both the U.S. and Liberia.

$4.7 million AID loan helps Pakistan buy U.S. goods, services

4 projects will expand radio, telephone and telegraph systems

Pakistan's telephone, telegraph and radio systems will be expanded through a $4.7 million loan from the Agency for International Development to buy goods and services from U.S. firms.

The southern region between Hatia and Khulna will receive its first telecommunications linkage through extension of a provincial system of VHF radio relay intended primarily for emergency communication with police stations throughout the area. Six base stations now connected with long distance systems will be equipped to communicate with 27 outlying stations in this area, where 13 million people live.

In other areas of East Pakistan, 3 telecommunications systems will be improved by increasing capacity and by adding new circuits. Also, service between East and West Pakistan will be increased by 15 radio-telephone and 8 radio-telegraph circuits to relieve the present overload which results in delays of 1 to 3 days in completing phone calls, as well as slow delivery of telegrams. Service to other world centers will be improved by the addition of radio-telephone circuits to Hamburg, New York, Tokyo and London, as well as 8 telegraph-teletype circuits to points as far as Lisbon and Sydney.

One portion of the loan will pay for equipment and services for establishment of a school for advanced training in microwave system operations and maintenance.

Total costs of the 4 projects are estimated at $9 million. The Pakistan Government will pay the local costs, estimated at the equivalent of $3.7 million, while some West German equipment will be financed with $600,000 in West German mark credits.

Still another project

U.S. consultants' services to the West Pakistan Water and Power Development Authority for long-range planning of water and power development will be partially financed by a $5.6 million loan authorized by the Agency for International Development.

The loan will cover the dollar costs for 2 years of consulting services by U.S. engineering companies as well as costs of specialized training for selected Authority engineers in the U.S. and certain equipment requirements for survey work.

Cyprus will buy U.S. goods to build roads, clear land

The Mediterranean island nation of Cyprus is pushing a program to develop water, land and timber resources, build roads and construct public works with the help of equipment purchased in the U.S.

Financing for earthmoving and construction equipment required for the development projects will be provided by the first development loan authorized for Cyprus by the Agency for International Development. The $2.2 million loan also will finance the services of 4 consultants to assist in selection, maintenance and proper utilization of the equipment, as well as cost accounting procedures.

The Water Development Department, responsible for the construction of major dams and irrigation projects, expects to spend the equivalent of $5.6 million this year in increasing the supply of water and improving its utilization. A significant program of land leveling and reclamation as well as projects for forestry rehabilitation and conservation, also will require considerable U.S. equipment.

U.S. equipment will help improve Ivory Coast roads

The highway system serving the Ivory Coast's rapidly growing economy will be improved and extended with American road construction and maintenance equipment to be purchased under a $1.7 million loan announced today by the Agency for International Development. Similar purchases were made under a prior $500,000 grant.

The loan will finance U.S. procurement of over 100 graders, bulldozers, excavators and tractors. About 70% of these will replace worn-out equipment over a two-year period, the remainder increasing the total equipment available for servicing the steady growth in the road network.

India opens door to expansion of 19 industries, but places 15 others on 'banned' list

Eligibility established for licensing of extra capacity under 1951 act governing development and regulation

Nineteen industries have been cited by India in a recent announcement as eligible for licensing of additional manufacturing capacity during the next few months, while 15 industries have been added to the so-called banned list for which no further industrial licenses will be granted.

The banned list of over 200 items was reproduced as Appendix C of Overseas Business Reports, No. 62-40, entitled *Investment Factors in India.* Erroneously omitted from that list were domestic refrigerators and industrial refrigerating machinery.

Eligible

The 19 eligible industries are:

Commercial vehicles (expansion of existing capacity only); conveyors; electric transformers below 33 kva; electric motors 200 h.p. and below; forged tools; paper-insulated power cables; barium salts; liquified fractions by processing gas; man-made fibers other than staple fibers; melamine sheets; perfumery; plastic molded goods; security paper; synthetic resins; U.F. molding powder; U.F. resin adhesives; woolen yarn; sodium aluminate; and wide hessian gunny bags and webbing.

Banned

The 15 industries now on the "banned" list, for which industrial licenses will ordinarily be rejected are:

Automobile ancillaries (cylinder liners, dynamos, electric lamps, fuel-injection equipment, gaskets, gears for automotive applications, head, tail and side lamp fittings, inlet and exhaust valves, jacks up to 100 tons capacity, king pins, oil seals, piston assembly including piston rings and pins, push rods, radiators, rocker arms, shackle pins, starter motors, tappets, thin-walled bearings, and valve springs); heavy earthmoving equipment (including shovels, excavators, rubber-tire tractors, motorized scrapers, motorized dumpers, towed scrapers and bulldozers); H.T. switchgears 33 kw and above; mobile cranes; motorcycles, scooters, autocycles, mopeds and 3-wheelers; nonferrous castings including pressure die castings; stationary diesel engines below 50 h.p.; calcined petroleum coke; cellulose acetate; chlorine; chipboard (particle board); dissolved acetylene gas; oxygen gas (as applied for cutting and welding of steel only); sodium bicarbonate; and viscose filament rayon.

Other cases

Special notes were made with regard to pulp (paper and rayon grade), newsprint, and paper and paper board, all of which are on the "banned" list. Applications for substantial expansion of existing units as well as applications for setting up new units in areas where raw material resources have remained untapped will be considered on merits.

Licenses for new enterprises or substantial expansion of existing ones are issued by the Ministry of Commerce and Industry under the Industries (Development and Regulation) Act of 1951, as amended. Industries with fixed assets of less than $210,000 employing less than 100 persons are exempt from this industrial licensing requirement.

Sarawak, North Borneo make tariff changes

Sarawak and North Borneo, soon to become members of the Federation of Malaysia, recently announced a number of tariff changes.

Sarawak removed (effective May 27, 1963) its 5% ad valorem tax on outboard motors, until recently a major U.S.-origin import. It also imposed a new duty of 10% ad valorem on dried, canned, and preserved vegetables, another U.S.-origin import. Duties on a number of other items—various liquors, gasoline, matches, lard, lube oil, fruits, textiles, and wearing apparel—were raised; and hardboard and fiberboard floor coverings and kapok were added to the tariff schedule. None of these items are of importance as U.S.-origin imports.

The need for additional revenue—particularly to meet increased expenditures for internal security measures and claims of the Civil Service for better terms of service—was cited as the reason for most of these changes, although protection for the timber industry and fruit and vegetable growers was also a factor in the Government's action.

North Borneo reduced tariffs on outboard motors and non-medicinal dyes and chemicals, increased specific tariffs on various liquors and gasoline and added an ad valorem tariff on vegetables. These increases, effective May 28, 1963, were said to be necessary in order to meet Civil Service pay increases.

Details are available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Peru gives tax advantage to domestic refrigerators

Peru's domestically-produced electric refrigerators have been given a 20% tax advantage over imported refrigerators (Supreme Decree No. 10, June 10, 1963, *El Peruano,* June 15).

The decree provides for elimination of an internal tax of 20% ad valorem imposed in 1959 (Law No. 13,199) on all electric refrigerators, imported and domestic, and imposition of an additional import tax of 20% of cost, insurance, and freight value on electric refrigerators of all kinds, whether complete or incomplete, which are imported under tariff item No. 2791.

Algeria begins enforcing visa regulation strictly

A U.S. citizen is now required to have an entry visa in his possession before his arrival in Algeria, according to the U.S. Embassy in Algiers. This terminates the liberal policy—allowing for "hardship" cases—which had been announced earlier (INTERNATIONAL COMMERCE, June 3, 1963, p. 22).

Visas may be obtained from the Algerian Mission to the United Nations in New York, or from Algerian diplomatic and consular posts abroad.

FRANCE: WORLD'S WINERY

Wine exports in 1962 accounted for 25% of French agricultural sales abroad and earned $221 million, 8% more than in 1961 and twice as much as in 1938.

Belgium recasts rules on tax deductions for temporary foreign company personnel

To implement recent fiscal reforms, Belgian tax authorities have issued revised regulations on income-tax deductions for foreign employees, executives, and company directors residing in Belgium temporarily—that is, for not more than 5 years.

The new regulations—reported by the U.S. Embassy in Brussels—reduce the amount of the lump-sum exclusion (formerly 50%) which foreign businessmen may deduct from their income as a professional charge. In addition to the standard deductions enjoyed by all Belgian residents (20, 15, or 10%, up to a maximum income of 60,000 francs or $1,200), foreign businessmen may now deduct an additional 20% on that part of their income not exceeding 1 million francs ($20,000).

Relevant income

A special provision is continued for those foreign directors, executives, or employees temporarily residing in Belgium but normally traveling throughout Europe, a condition which applies to the personnel of many companies having European sales offices in Brussels. Such persons are taxed only on the part of their income earned in Belgium, which, in the absence of proof to the contrary, is assumed to be 50%.

The new system provides the same status for company directors as for employees with regard to the lump-sum supplementary exclusion of 20%, although the standard deduction, as in the case of Belgian directors, is limited to 5% up to a maximum of 60,000 francs ($1,200).

Directors' term

Belgian company law permits a term of 6 years for company directors. In the past some American companies have made the tactical error of appointing their foreign directors for this maximum term, without realizing that this creates a presumption that the foreigner is not a temporary resident.

Although individual cases may differ, the general impression of both the Belgian tax office and of local accountants is that the new system is slightly less advantageous to the foreign businessman than the old one. Incomes over $20,000 will bear a greater tax burden, since this ceiling did not apply to the former flat exclusion of 50%.

Honduras eases forestry law to spur investment

Extends time limits on awards, relaxes other state controls affecting Protected Zones

To encourage substantial private investment in wooded areas, Honduras has revised its May 1961 forestry law, the U.S. Embassy in Tegucigalpa reports.

The original law (FOREIGN COMMERCE WEEKLY, Aug. 21, 1961, p. 17) stated that forestry awards or concessions could not be granted for more than 5 years. This stipulation deterred large-scale investment and has been reformed to provide that time limits shall be determined in accordance with the amount of fixed capital to be invested and the probable length of time required by the concessionaire to carry out his program.

Restrictions eased

Eliminated is the requirement that all Government awards for exploitation of Protected Forestry Zones be approved by the National Congress, and the requirement that Government awards in the Zones could be granted only when the value of the lumber to be exploited did not exceed 10,000 lempiras ($5,000).

Previously, no lumbering operations could be carried out in public forests —where exploitations by Government award was not applicable—without a Government concession. The reformed law requires a concession only if the area to be exploited is more than 12,500 acres, the volume of the uncut logs to be exploited is more than 5,000 cubic meters, or the period of exploitation is more than 2 years. A concession (but not an award) must be approved by the National Congress.

Bond limited

The requirement that a bond be put up to cover 10% of total taxes to be collected by the Government during the life of the award was changed to limit the bond, in awards of more than 5 years, to 10% of the taxes to be collected during a 5-year period.

As a result of the forestry law reforms, the Honduran Plywood Company, an affiliate of a U.S. firm, is expected to invest $2-3 million dollars in the development of a plywood export industry.

Imported fertilizer cost cut 30-50% by Argentina

The cost of imported fertilizer in Argentina has been reduced 30-50% by Decree 4,743 (June 12, 1963). This decree removed import surcharges of 20 and 40% of cost and freight value, as well as miscellaneous taxes such as consular fees, sales, and statistical taxes.

Products affected include synthetic chemical fertilizers with a phosphatic or nitrogenous base, calcium ammonium nitrate—limestone, fertilizer compounds or mixtures with more than one plant food element, calcium cyanamide and ammonium nitrosulfate, sulfate of ammonia, ammonium nitrate, ammonium phosphates, phosphate rock for manufacture of superphosphate, calcium superphosphate, potassium nitrate, potassium chloride, and urea.

The consumption of fertilizers in Argentina has been limited because of high costs as related to the prices farmers received for agricultural products. With these reductions, it is expected that consumption will increase, with prospects of an increase in fertilizer imports from the United States. It is reported that local prices for fertilizer preparations currently range from 15,000 to 30,000 pesos (about $110-220) per metric ton, depending on the type.

URUGUAY: SURTAX

The new 20% Uruguayan surtax on a wide variety of previously exempted goods has been lifted from all LAFTA (Latin American Free Trade Association)-negotiated items.

Dry-cargo imports from all countries of origin, when carried on Uruguayan flag vessels, were exempted from half of that surcharge from June 13, 1963.

Brazil applies tighter controls to foreign-financed machinery imports

More stringent criteria for approval of machinery and equipment imports into Brazil have been established by the Superintendency of Money and Credit (SUMOC), the U.S. Embassy in Rio de Janeiro reports.

Under Instruction No. 242 (June 28), imports of machinery and equipment financed by foreign loans are to be rigidly assessed because Brazil's international payments situation calls for avoiding or postponing the accumulation of foreign obligations. Such material, when imported without exchange cover as a foreign investment, is to be judged by the same criteria as if imported with the assistance of foreign financing, in order to preserve the competitive position of Brazilian national industries.

Conditions

Machinery and equipment imports which are to be financed by foreign loans or which represent foreign investment will be licensed by the Foreign Trade Department of the Bank of Brazil only under these conditions:

- The purpose of the importation is to establish or expand projects of real value to the development of the national economy and which may not be deferred without slowing down or interrupting the economic development of the country.
- In the case of imports covered by foreign financing, the terms are not less than 7 years, with amortization beginning in the third year.
- Equivalent material cannot be satisfactorily supplied by domestic production.

Special cases, principally those having to do with imports from monetary areas with which Brazil may have a favorable exchange position, shall be submitted to the Council of SUMOC.

MEXICO: BIOLOGICALS

Mexico's current regulations for control of biologicals, pharmaceuticals, and feeds used for livestock, as published in *Diario Oficial* on May 24, 1963, may be obtained for 50 centavos each from Sr. Mariano D. Urdanivia, Director, *Diario Oficial*, Secretaria de Gobernacion, Tacuba 712, Mexico, D.F., Mexico.

The regulations come under the Plant and Animal Sanitation Law (*Diario Oficial*, Sept. 26, 1940).

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230, or as indicated in individual stories.

El Salvador hikes 'luxury' duties, some sales taxes

Beer, wines, cigarettes, radio sets are on list

El Salvador has announced substantial tariff increases on certain luxury items, higher excise taxes on beer and wines, and an increase in the consumer tax on wheat flour and cosmetic articles, effective from June 21, 1963.

Affected are alcoholic beverages, cigarettes, certain radio and television sets, passenger cars and certain other vehicles, still and movie cameras and other photographic equipment, phonographs, fountain pens, ball-point pens, and automatic pencils inlaid with precious metals.

Increases in both import duties and excise taxes were registered for cosmetics, toilet articles, wheat and wheat flour. Wheat, formerly duty-free, now has an import duty of 50¢ per 100 kilograms. A new 50% consumption tax on the "principal value" of imported cosmetic and toilet articles is added to the new duty-level of $250 per 100 gross kilograms plus 40% of cost, insurance, and freight value. The 50% consumption tax is, however, applied to domestic as well as imported cosmetics and toilet articles.

Further information about duty and tax increases on specific commodities may be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

New tariff rates published by EEC member countries

Latest 10% cut brings level down 60% from 1957 rates

A further 10% reduction in intra-EEC (European Economic Community) duties was made on July 1, coinciding with a second alignment of 30% of the individual external rates moving towards the Common External Tariff (CXT).

These changes put into effect the May 15, 1962 EEC Council of Ministers' decision to accelerate for a second time the Rome Treaty time-schedule for eliminating EEC internal duties and establishing a CXT.

Role of negotiations

Internal tariffs have now been reduced by 60% from 1957 rates. The second alignment of external tariff rates has reduced by 60% the difference between the 1957 rates and the eventual CXT. The CXT rates for many commodities have been reduced an average 20% as a result of the 1960-61 tariff negotiations under the General Agreement on Tariffs and Trade in Geneva (INTERNATIONAL COMMERCE, Mar. 11, 1963, p. 2). This second alignment will, therefore, bring individual member country tariffs 30% closer to the reduced CXT.

Current duties for the customs areas of France, the Federal Republic of Germany, and the Benelux countries have been received by the Bureau of International Commerce (OIRE) and current Italian duties should arrive shortly.

ECSC renews last year's .20% production levy

The High Authority of the European Coal and Steel Community (ECSC) has set the levy imposed on ECSC industries at .20% for the fiscal year beginning July 1, 1963. This is the same percentage figure which applied last year.

The levy is in fact a tax on added value and constitutes the Community's prime permanent source of revenue. Proceeds go for administrative expenses, for readaptation measures of displaced workers, and for economic and technical research.

Under terms of the ECSC Treaty, the

levy may not exceed 1% unless previously authorized by the ECSC Council of Ministers. Since Jan. 1, 1953 the levy has been progressively reduced from .9% to the present level.

Tanganyika's duty hikes affect some U.S. commodities

Popular American items expected to hold own

U.S. products most affected by recent Tanganyikan duty hikes (effective from June 12) are non-industrial refrigerators, air conditioners, and cold-storage plants —all formerly admitted duty-free and now subject to 25% duty, the U.S. Embassy in Dar es Salaam reports. The increases may result in keener competition from cheaper suppliers, but American products with established popularity may not be seriously affected.

25% ad valorem

Commodities now put in the general rate of 25% ad valorem, indicated here with the previous rate in parentheses, include:

All fresh fruits and vegetables (free and various rates); prefabricated buildings (12½%); lifts, including the gates (free); non-industrial refrigerators, air conditioners, cold storage plant, including parts and accessories and refrigerants (free); weighing and measuring machines and appliances, not elsewhere specified, including petrol and oil pumps embodying measuring devices (12½%); bricks, slates and tiles, including plastic, asbestos, and glass tiles, for building purposes (12½%); putty (12½%); plate and sheet glass (12½%); lime and building plaster (free); handles for tools and implements (free); plywood, pulpwood, plastic and other similar composite sheeting and boarding (12½%); cups, medals, badges, shields and other similar prizes or awards, not being articles of general utility (free); toys and games, children's, including toy cycles, scooters and the like (12½%); felt, ruberoid, uralite and similar substances for building purposes, flooring composition and other permanent flooring material (other than wood and cement); roofing compounds; window glass substitutes (12½%).

12½% rate

Items hitherto admitted duty-free but now subject to a 12½% rate include:

Casement stays, door handles, door closers, finger plates, latches, rim and mortice locks, and lock furniture, and similar door and window furniture, but not including padlocks; sanitary and lavatory appliances and fittings; expanded metal, down pipes, and ventilators; tanks of a capacity of 30 gallons or more; of stainless steel not exceeding .25 inches and of aluminum or alloy not exceeding .75 inches in thickness.

Miscellaneous

Other changes are:

Lubricating oils from 60 Tanganyikan cents to 1 shilling per imperial gallon; paints, colors, distempers, enamels, lacquers, etc., from 25 to 33⅓%; artificial flies for fishing, from 20 to 33⅓%; Portland and other building cement, from Shs. 1/50 per 400 lbs. to Shs. 1/10 per 100 lbs.

The Ministry of Finance also announced that the provision concerning an additional duty on tires and tubes at the rate of 41 Tanganyikan cents per lb. and Portland and other building cement at the rate of 65 Tanganyikan cents per 100 lbs., will become effective with the start of production of these commodities in local industries.

Pakistan adjusts some tariffs and raises sales tax

Actions are part of measures adopted for new fiscal year

Pakistan's import duties were revised on a number of commodities and the general sales tax raised as part of the new taxation and financial measures for the fiscal year starting July 1, 1963.

The new rates of import duty (with previous levies shown in parentheses) are: agarwood, 10% (50%); blended flavoring concentrates for the food industry, 40% (70% and 80%); white and colored cement, 40% (50%); crude naphthalene, 10% (30%); light diesel oil, 50 rupees ($10.50) per 100 gallons (6 rupees—$1.26); furnace oil, 10 rupees ($2.10) per 100 gallons (3 rupees—63¢); high speed diesel oil, 100 rupees ($21) per 100 gallons (19 rupees—$3.99); bitumen and asphalt, 27% (55 rupees—$11.55—per ton or 27%, whichever is less); benzene hexachloride, 12½% (25%); industrial alcohols, 25% (153 rupees—$32.13—per gallon); synthetic lubricating oils for aircraft engines, 19 rupees ($3.99) per 100 gallons (25%); starch paper for the manufacture of flashlight batteries, 40% (80%); lithographed and micro tinted check paper, 50% (80%); wool tops, 10% (7½%); artificial silk yarn, 125% (200%); staple fiber (man-made), 100% (50%).

Machnery, parts

Machinery and spare parts—imported for installation in certain West Pakistan underdeveloped areas—which are eligible for the 8-year tax holiday and now dutiable at 12½% ad valorem, will be granted a 5% rebate subject to the condition that if the machinery is removed to another area within 10 years, the 5% refund must be repaid.

The duty of 15 rupees ($3.15) per 100 pounds on exports of tea was abolished.

The general rate of sales tax was increased from 12½ to 15%.

Peru lifts surcharges from all GATT items

Peru has removed import surcharges of 50 and 200% of specific duty rates on all GATT (General Agreement on Tariffs and Trade) items, according to the U.S. Embassy at Lima. These surcharges (imposed by Law 12,995 of May 5, 1958 and related legislation) were removed by Supreme Decrees No. 13 (June 3, 1960), No. 2 (Feb. 19, 1963), No. 7 (Apr. 30, 1963), and No. 11 (June 10, 1963). See INTERNATIONAL COMMERCE, May 15, 1963, for previous announcement on the removal of certain of these surcharges.

Information on tariff items freed of the surcharges can be obtained from Commerce Department field offices upon request.

Electrical safety norms await European action

Standardized electrical safety rules, reported last fall (INTERNATIONAL COMMERCE, Oct. 29, 1962, p. 23) to have been agreed upon by 15 European countries, are not yet in effect, although authorities expect implementation "soon."

Until further notice, therefore, firms must continue to obtain approval from the appropriate laboratory in each European country for equipment and materials to be marketed there.

SWEDEN'S CHEMICAL IMPORTS

Sweden imports approximately 3 times more chemicals than it exports, 1961 imports totaling $222 million and exports $80 million. Since 1955, imports have increased approximately 75% and exports 43%. Both imports and exports have increased 20% since 1959.

Mission to Norway and Denmark brings back varied group of openings for U.S. firms

The U.S. Machinery and Equipment Trade Mission to Norway and Denmark, May 18 through June 23, now reports a number of licensing and joint-venture opportunities for U.S. firms.

Manufacturers in these countries both offer and seek business arrangements covering a wide range of industrial and consumer products. These products include cream cheese, office furniture, oil burners, dairy machinery, animal feed, chemicals, household appliances, electronics, candy, pulp products, communication equipment and varied other manufactures.

Denmark

Licenses offered

Additional information on the following offers of licenses to U.S. manufacturers may be obtained by writing to the Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230, and referring to the appropriate file number assigned each opportunity.

202 Cheese

Cheese manufacturer offers a license for the production of a special cream cheese that has a shelf life of 3 months. File 1138.

252 Office furniture

License offered for the U.S. manufacture of flexible office furniture. File 1139.

343 Oil burners

Central-heating equipment manufacturer offers license for production of its home heating oil burner. File 1140.

355 Dairy machinery

Seeks U.S. licensee to manufacture its complete line of dairy machinery. File 1141.

396 Hair curlers

License offered for the manufacture of a new type low-cost electric hair curler. Unit is claimed to have advantages over existing home permanent and hair dryer systems, including mobility while in use. File 1142.

Licenses sought

204 Animal feed

License sought to make poultry feed and disinfectants for chicken houses. M. Kragelund Fabrikker, Jfr. Anesgade 16, Aalborg.

282 Resins

Manufacturer of plastic foil and polyethelene film offers interest in firm in return for technical know-how. A.S. Extrusion, Landlystvej 40, Copenhagen, Valby.

307 Plastics

Seeks license to make new and novel items for advertising specialty field. A. Behrend, Kaermindevej 6, Glostrup.

343 Oil burner

License wanted for the production of high-pressure oil burners for use in ships, power plants and public utilities with a 10 to 250 gallon per hour fuel capacity. Aalborg Vaerft A.S., Aalborg.

363 Household appliances

Household washing machine manufacturer seeks license to build U.S. automatic agitator-type washing machines. Aktieselskabet Ferm, Ulstrup.

367 Electronics

Manufacturer of printed circuits seeks license to make microcircuits. Danish Printed Electronics A/S, Gisselfeldvej 8, Brondby Strand, Copenhagen.

Varied manufacturers

License sought for the production of variable-speed industrial transmissions, machine drives and equipment, and small electric power woodworking equipment. Maskinfabriken Variator, Himmelvev pr. Roskilde.

Manufacturer of presses, tools and dies, and house trailers seeks license to manufacture room air conditioners and camping trailers. G.A.L. Thorsens Fabriker A/S, Randers.

License sought for the manufacture of modern sprinkler system with flush-mounted head for fire protection of buildings, heating and sanitary installations, prefabricating and welding of pipes and scaffolding. Erik Bjorkholdt, Emilie Kildevej 13 A, Klampenborg.

Machinery manufacturer seeks license to make conveyors, hydraulic presses, roadbuilding and construction machinery as well as packaging machinery. Atlas A/S, Baldersgade 3, Copenhagen N.

Norway

Licenses offered

Varied products

Licenses are offered U.S. manufacturers for the following products which are claimed to be unique: aluminum or steel and glass curtain walls which do not require sealants, flexible glass window system, equipment for vapor degreasing, industrial gas mask, cold weather boot or overshoe, pole or pipe handling jack, and new drum transport dolly. The name and address to write to for additional information on these products may be obtained from the Bureau of International Commerce, Office of International Investment, File 1143, Department of Commerce, Washington, D.C. 20230.

Licenses, joint venture sought

203 Food

Seeks license to make dehydrated food. Rieber & Son A/S, Nostegt 58, Bergen.

207 Candy

Manufacturer of nonchocolate candies seeks license to make U.S. candies. Kiellands Fabrikker A/S, Toyengaten 31, Oslo.

261 Pulp mills

Joint venture sought for the production of wood pulp products. Haus-Hendrik Borsting, Kongensgate 7, Oslo.

363 Household appliances

Manufacturer of small electrical kitchen appliances seeks license to make rotisseries, range hoods, powered hand tools, electric hedge clippers, chain saws and small dishwashers. A/S Svelvik Papirfabrik, Svelvik.

366 Communication equipment

Electronic equipment manufacturer seeks license to produce electrical alarm and signalling systems. N. Jacobsens Electriske Verksted A/S, 38 Goteborggaten, Oslo.

AID survey available on ammonium sulfate plant

The establishment of an ammonium sulfate plant in Viet-Nam, integrated with facilities for producing anhydrous ammonia and sulfuric acid, is the subject of a recently completed AID economic and financial survey.

The study suggests U.S. investors consider the establishment of an ammonium sulfate plant with an annual capacity of 55,000 short tons, using domestically manufactured anhydrous ammonia and sulfuric acid produced by the ammonia and the sulfuric acid sections of this integrated fertilizer plant.

For the past 5 years, Viet-Nam's annual imports of ammonium sulfate have averaged 49,830 tons.

Interested firms may obtain copies of the AID study, on a loan basis, by writing to the Bureau of International Commerce, Office of International Investment, File 3-2819-1(S), U.S. Department of Commerce, Washington, D.C. 20230.

Alliance project boosts El Salvador's private firms

Loans for private industries in El Salvador will be available through an Alliance for Progress project.

The Salvadoran Institute of Industrial Development (INSAFI), an autonomous public corporation, will act as an industrial bank and make the loans on a short, medium or long-term basis to spur industrial development by private enterprise.

U.S. technical experts will advise and assist INSAFI and be paid from a portion of the AID loan. The loan provides that any material purchased with the AID funds must be obtained in the U.S. or Central American Common Market countries.

This project is part of AID's stepped-up program to stimulate the development of private enterprise in Latin America under the Alliance for Progress.

Pakistan firm wants joint pharmaceutical venture

A Pakistani firm currently producing absorbent cotton and surgical dressings has expressed an interest in establishing a joint venture with a U.S. company for the manufacture of drugs and pharmaceuticals. Write The National Absorbent Cotton Mills Company, Idris Chambers, Wood Street, P.O. Box No. 4614, Karachi 2, Pakistan.

Companies around the world look for business arrangements in U.S.

Products specified include chemical plant equipment, earthmoving machinery, dental accessories, hardware, electronic products

Firms in Australia, Europe, Japan and Canada seek licensing arrangements from American manufacturers to make varied products including chemical and purifying equipment, dental supplies, electronics, hardware, heat exchangers, construction and material-handling equipment, plastics, steel sheets, and transportation parts.

Aerosol packaging

England. Seeks developments and improvements in Aerosol packaging. Aerosol Packaging Co., Ltd., Milbanke Way, Bracknel, Berkshire.

Chemical, purifying equipment

Japan. License or joint venture sought for the manufacture of chemical plant equipment and equipment for purifying air, water, oil and gas for use in industrial plants. Imamura Mfg. Co., Ltd., 2-chome, Tokiwacho, Wakamatsu-ku, Kita Kyushu City, Fukuoka Prefecture.

Dental supplies

France. Seeks license to manufacture equipment, accessories or products for use by dentists. Central Dentaire, S.A., 15 ave Joyeuse, Joinville-le-Pont (Seine).

Electronics

Germany. Manufacturer of electronic components seeks license to produce analog-to-digital converter, digital-to-analog converter, multiplexers and amplifiers. Zuse KG, Wehneberger Str. 4, Bad Hersfeld.

Hardware

England. License sought for the production of hardware. Hollands & Blair, Ltd., 98 Cherry Orchard Road, East Croydon, Surrey.

Heat exchangers

Canada. Shipbuilder seeks license to manufacture tube and shell heat exchangers for the petroleum industry. Burrard Dry Dock Co., Industrial Div., 109 E. Esplanade, North Vancouver, B.C

Construction, material handling equipment

Germany. License sought for the manufacture of construction and earthmoving machinery. J. H. Kilthau, Viernheim vr. Mannheim.

South Wales. Seeks license to make products in the field of lifting and conveying. John R. George, 3 Gelliwastad Road, Pontypridd, Glam.

Plastics

France. Manufacturer of molded plastic items seeks license to make all types of plastic parts molded by compression, injection or transfer. Techniques Modernes, S.A., 9 rue du Pont, Suresnes (Seine).

Steel sheets

Belgium. Sheet iron works seeks license on process of phosphorization of hot rolled, close annealed mold steel sheets. Emailleries et Toleries Reunies S.A., Gosselies.

Transportation equipment

France. License sought for the manufacture of accessories and parts for the aircraft and automobile industry. Soc. Nouvelle Industrielle pour l'Aerounautique, 178 ave. de Neuilly, Neuilly-sur-Seine.

Varied products

Australia. Seeks license for motor control gear, cable-splicing equipment, cable-splicing joints, flameproof light fittings and adapters, and fluorescent lighting fixtures. Austral Lighting Co. Pty., Ltd., P.O. Box 214, Valley, Brisbane, Queensland.

England. License sought for the manufacture of hauling, lifting, pumping, drilling, refueling, refinery and petrochemical equipment, as well as hydraulic and mechanical-handling devices. Woodfield Rochester, Ltd., Frindsbury Works, Rochester, Kent.

Manufacturing engineers seek license to make small boat fittings, simple instruments and small mechanical devices. Peco, Ltd., Winchelsea Works, Folkestone Road, Dover.

Cambodian pharmaceutical firm wants U.S. capital

A Cambodian manufacturer and importer of pharmaceuticals wants U.S. capital and equipment for expansion of current operations. The firm now produces antibiotics, vitamins, syrups and elixirs, eye washes, aspirin and nose drops under U.S., Australian, French, Swiss, and Italian licenses.

In addition, the Cambodian firm distributes the products of a large number of U.S. and European pharmaceutical manufacturers. Reportedly, it would like to form a joint venture with a U.S. firm which is also willing to concede licenses for the manufacture of its drugs.

Write Chimikhmer, 830 Vithei O'Russey, Phnom Penh, Cambodia.

Survey pinpoints opportunities in Peru for basic metals industry

AID-sponsored study lists 3 types of goods whose producers could use U.S. capital and know-how; recommends feasibility studies on 13 specific categories of basic metal products

A recently completed survey of the Peruvian basic metals industry identifies certain areas which need U.S. capital and/or know-how. The study, sponsored by the Agency for International Development, identifies these areas as including metal products which are **(1)** manufactured in Peru but of poor quality, **(2)** in short domestic supply, or **(3)** chiefly imported. Such metal products for which brief feasibility studies should be considered by U.S. investors are:

Category (1)

Brake drums—Cast of alloyed gray iron or modular iron, especially for bus and truck replacement parts.

Plumbing fixtures—of brass and bronze for valves, faucets, fittings for water closet flush boxes, drains and shower heads.

Agriculture equipment—such as plows, disk harrows and cultivators.

Category (2)

Barbed wire—Galvanized "Iowa" type. Most of this type is being imported.

Category (3)

Gas stove castings—Especially burners and grids.

Pistons—of aluminum alloy for auto and truck replacement parts, to be cast in permanent molds, heat-treated and machined.

Valves—high pressure types of medium to large sizes cast in gray iron, modular iron or steel. Machined, assembled and tested.

Pipes—Centrifugally cast in medium to large sizes for high pressure applications.

Pressure cookers—permanent mold cast aluminum alloy. Machined, polished, assembled and tested.

Electric iron—permanent mold cast aluminum alloy product.

Hand tools—Hammers, sledges, picks and shovels forged, pressed and heat treated. Made of steel selected and imported for the purpose.

Sewing machine parts—it can be expected that these parts will be cast, machined and assembled for one of the established name brand sewing machine companies.

Lawn mowers—hand powered, small models of simple design.

Interested firms should write to Ingeniero Jorge Succar Rahme, Centro Nacional de Accion Para el Incremento de la Productividao (CENIP) Ministerio de Trabajo y Assuntos, Avenida Salaverry S/N, Lima, Peru. CENIP is a Peruvian-Government-sponsored and AID-assisted organization which can facilitate establishment of communications between U.S. investors and local metal industries.

U.S. investors are reminded of AID's investment survey program designed to encourage potential investors to locate specific investment opportunities.

AID will participate in up to 50% of the cost of an approved survey. Should the prospective investor proceed with the investment after the survey, however, he has to repay any funds which AID may have advanced. The investor retains exclusive rights to the survey. Should the investor not undertake the investment, the survey becomes the property of the U.S. Government and the investor is under no obligation to repay the advances made by AID.

Indian foundry plans steel castings output

An established Indian steel foundry is planning to expand its operations to include the manufacture of 2,200 tons each of steel castings and hot rolled steel products annually. It seeks U.S. capital and machinery for the project, which will cost an estimated $2 million. U.S. investors are expected to provide half that amount in machinery and know-how.

Interested firms may obtain further details by writing on their letterhead to the Bureau of International Commerce, Office of International Investment, File 4-3323-4(H), Department of Commerce, Washington, D.C. 20230.

5 Mexican firms ask assistance for projects

Techniques, capital, licenses needed to manufacture consumer and industry products

Five Mexican firms seek licenses, technical know-how and/or joint equity participation from U.S. investors for a wide assortment of products including materials handling and cooling equipment, plastic tubing and extrusion injection machinery, phosphorescent paints, chemical tanning materials, costume jewelry and hair ornaments.

► A small producer of plastic tubing wishes to establish a joint venture with a U.S. manufacturer of polyethylene, PVC and polystyrene tubing in order to expand current facilities to meet the increasing demand for his product.

The owner will permit equity participation up to 49% in exchange for capital and know-how. Write Plasticos Rex, S.A., San Lorenzo No. 262, Col. del Valle, Mexico, D.F.

► A U.S. license for the manufacture of phosphorescent paints is sought by a small manufacturer of acrylic paints. Equity participation up to 30% is also invited in return for technical know-how. Write Jose L. Gutierrez, Calle Tigre No. 24, Mexico 12, D.F.

► J. F. Pfeifer, S.A., Centeno No. 380, Col. Granjas Mexico, Mexico 8, D.F., a small manufacturer of chemical tanning products is interested in manufacturing similar U.S. products, particularly powdered, synthetic-tanning materials.

► A manufacturer of costume jewelry and miscellaneous hair ornaments wants to produce similar items of U.S. design under license. The firm is willing to import initially the necessary molds but eventually hopes to manufacture them locally under the licensor's supervision. Write Merceria y Joyeria El Aguila, S.A., Aptdo. Postal 15242, Correo Mayor 46, Mexico, D.F.

► A Mexican producer of materials handling equipment, tanks and pumps wishes to obtain a license for the manufacture of spray and cooling towers and air heaters.

Write Molina Font Maquinaria, S.A., Aptdo. Postal 8719, Dr. Valenzuela 68, Mexico 7, D.F.

Turkey asks for bids on construction projects

Bids are invited by the Republic of Turkey for two construction projects estimated to cost a total of $55 million.

The first project, estimated cost $27 million, calls for work at six sites in eastern Turkey. The work covers construction of various types of 35 one-story masonry buildings, comprising a total of 3832 sq. m., including installation; 110,000 cu. m. of earth excavation; 15,000 cu. m. earth stabilizing; 32,000 sq. m. of asphalt road paving; and 10,000 m. of fencing.

The second project, estimated cost $28 million, calls for work at five sites in Western Turkey. The work covers construction of 37 one-story masonry buildings comprising a total of 4350 sq. m. including installations; 110,000 cu. m. of earth excavation; 18,000 cu. m. earth stabilization; 32,000 sq. m. of asphalt road paving; and 10,000 m. of fencing.

Completion date for both projects is December 1, 1964; bidding documents are classified NATO secret.

Firms interested in bidding should submit their applications on a prescribed form before August 5 to Bayindirlik Bakanligi, Hava Meydanlari ve Akaryakit Tesisleri Insaat Reisligi, Ataturk Bulvari No. 140, Kavaklidere, Ankara, Turkey.

Copies of the prescribed forms are available to U.S. firms eligible to participate in NATO bidding from BDSA's Commodity Export Promotion Staff, Rm. 4317, Department of Commerce, Washington, DC., 20230.

Firms not already certified to participate in NATO bidding should send a resume of qualifications to the Commodity Export Promotion Staff as described in a brochure on NATO international competitive bidding program available from Staff Office.

Hong Kong to install parcel conveyor system

The Controller of Stores, Stores Dept., Oil St., North Point, Hong Kong, invites bids, due August 9, for the supply of a twin belt parcel conveyor system in the parcel post section of the new Kowloon Post Office.

Tender forms, ref. Stores C/36/13/63, together with a copy of drawing #M/A 103/1 are available on a short-term loan basis to firms located in the U.S. from the General Industrial Equipment Division, BDSA, Department of Commerce, Rm. 4022, Washington, DC., 20230.

Tenders sought by NATO for fuel project in Greece

A fuel storage project in Greece, estimated to cost about $1.5 million, has been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The project calls for construction of 60 km. 6" pipeline, installation of two underground storage tanks of 1250 cu. m. each, four truck filling points, together with associated equipment. The Greek Government will supply two generating sets and metal plates for the tanks. Work is to be completed within 18 months from date of contract signing. Bid deadline is September 28.

Firms interested in bidding should express their intentions by July 27 to General Air Staff, Directorate of Public Works, 9 Lycurgus St., Athens, Greece, referring to project "Fuel Installations—Project K 11" and inclosing information on similar work completed within the past ten years. The project is classified secret. Bidding documents will be available on payment about August 3.

Firms not already certified to participate in NATO bidding should send a resume of their qualifications to the Export Promotion Staff as described in a brochure on NATO international competitive bidding program available from the Staff Office.

India seeks bids on slaughter house

The Municipal Commissioner, Bombay Municipal Corp., Bombay 1, India, has announced a tender with a bid deadline of August 21 for the supply and installation of machinery and electrical equipment for a slaughter house in Deonar, a suburb of Bombay.

The following equipment or size is needed: one main house for slaughtering 6000 sheep and goats per six-hr. shift in four parallel units; one main house for slaughtering 300 buffaloes and bullocks per six-hr. shift in two parallel units; four other houses for slaughtering a total of 500 sheep, goats and pigs and 10 cattle per shift; a chill room for 90 tons; a freezer store room for 100 tons; a hide room for 7000 skins; an edible fat rendering plant for three tons of raw fat per eight-hr. day; a blood drying plant; and an inedible rendering plant.

The electric current is 3 ph, 4 wire, 400/440 v, 50 cy, high voltage line is 11000.

A copy of the specifications are available on short-term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, BDSA, Rm. 4022, Department of Commerce, Washington DC., 20230. (Telephone: WOrth 7-5589).

Highway construction project planned in Ethiopia

The Imperial Highway Authority, Addis Ababa, Ethiopia, will advertise in September to prequalified firms, notice for bids for the construction of two sections of a two-lane gravelled highway.

The sections will run approx. 68 miles (110 km.) and 65 miles (105 km.) in length.

The project will be financed by the Ethiopian Government through loan agreements with the International Development Association and the Agency for International Development. Bids will not be accepted from firms that are not prequalified.

To qualify, interested firms must submit the information requested in the notice on prequalification for contractors to Dr. Haile Giorgis Workineh, Vice Minister, General Manager of Highways, Imperial Highway Authority, P.O. box 1770, Addis Ababa, Ethiopia, before August 1.

Copies of the notice may be reviewed in the office of the Building Materials & Construction Industries Division, Rm. 4002, Department of Commerce, Washington, DC., 20230.

Transistorized radio beacons wanted in New Zealand

The Civil Aviation Administration of New Zealand has issued two tenders, Nos. CAQ 117/63 and CAQ 118/63 for a total of 14 transistorised radio beacons operating in the 200-415 kc. frequency range with a power output of not less than 25 watts.

Tender CAQ 117/63 calls for 13 units to be supplied by existing designs or by equipments developed to meet their specifications. The bid deadline for this tender is August 27.

Tender CAQ 118/63 calls for one unit similar to the specifications for the units called for under Tender CAQ 117/63, except that this unit should be from a type currently in production for which early delivery can be made. Also this beacon should operate from batteries charged by a wind driven generator, which should be included in the quotation. The bid deadline for this tender is July 30.

Tenders should be mailed to the Stores Mgr., Civil Aviation Administration, Private Bag, Wellington, New Zealand, to reach there by noon of the bid deadline.

Copies of the bid specifications may be obtained from the New Zealand Trade Commissioner, 1145 19th St., NW., Washington, DC. (Telephone: FEderal 8-8820). A copy is available for review at the Electronics Division, BDSA, Rm. 4125, Department of Commerce, Washington, DC., 20230. (Telephone: WOrth 7-2334).

Iraq invites tenders for transformer equipment

The Directorate General of Industrial Design and Construction, Ministry of Industry, of Iraq, invites bids for the supply of transformers, switchgear and accessories together with the complete erection of 14 substations for the Central Iraq Zone Electrical System.

Service voltages are 33, 11 and 3.3 kv. The bid deadline for contract No. 4/9 C/19 is October 16.

Terms and specifications may be obtained from the Embassy of the Republic of Iraq, 1801 P St., NW., Washington, DC., upon payment of $70.00 per two sets. One copy is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, DC., 20230. (Telephone: WOrth 7-4242).

UAR extends deadline on brick factories' bids

The General Egyptian Organization for Building Materials and Ceramics, 49 Kasrel Nil St., Cairo, UAR, has announced that the bid deadline of the tender for the erection of two plants for manufacturing sand-lime bricks with a capacity of 75,000 bricks each, has been extended from July 1 to August 1.

This tender was announced in the April 8 issue of INTERNATIONAL COMMERCE.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the General Industrial Equipment Division, BDSA, Rm. 4022, Department of Commerce, Washington, DC., 20230.★ (Telephone: WOrth 7-5589).

Technical facilities needed by NATO in Italy

A new project in Italy, estimated cost $280,000, has been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The project, reference No. 187, calls for new technical facilities at Decimomannu. The major items of work include 380 sq. m. electronic maintenance building with heating, air-conditioning, and electric wiring; a 280 sq. m. maintenance building for ground equipment and carpenter shop; 15 kva frequency converter; air compressor and 1000 lt. tank; as well as expansion of existing facilities and auxiliary works. Completion time is 200 calendar days. Bid deadline is September 10.

U.S. firms interested in bidding should submit applications on a prescribed form before July 26, to Ministero Difesa Aeronautica, Direzione Generale Demanio, Ufficio Studi—1—Sezione, Rome, Italy, referring to project reference No. 187.

The prescribed forms are available to U.S. firms eligible to bid on NATO work from BDSA's Commodity Export Promotion Staff, BDSA-111, Department of Commerce, Washington, DC., 20230.

Firms not already certified to participate in NATO bidding should send a resume of their qualifications to the Export Promotion Staff as described in a brochure on NATO international competitive bidding program available from the Staff Office.

Telecommunications system planned by Paraguay

The Government of the Republic of Paraguay has issued a call for bids on the Telecommunications Project for the supply and construction of new high frequency radiotelegraph and radiotelephone facilities to provide circuits between Asuncion and the points of Hamburg, New York, Rio de Janeiro, Buenos Aires and Montevideo.

This project is financed under AID development loan No. 91. Bids are invited from qualified U.S. contractors.

Copies of the bid documents, including the plans and specifications may be obtained on payment of $25.00, not refundable, from: Consulting Engineers, Paraguay Telecommunications Project, The Telesis Co., 14 Commerce St., Newark 2, N.J., or, Antelco, Alberdi 215, Asuncion, Paraguay. These documents supersede all previous issues. Bid deadline is July 31. SBC-262.

India extends deadline for pumping station bids

The Deputy Commissioner, II, Corporation of Calcutta, 5 S. N. Banerjee Rd., Calcutta 13, India, has announced that tender No. 21(62-63) bid deadline of June 28 has been extended to August 9.

This tender is for three electric dry weather pumping plants and two storm water pumping plants. (INTERNATIONAL COMMERCE, June 10, p. 32).

Specifications are available on a short-term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, BDSA, Rm. 4022, Department of Commerce, Washington, DC., 20230. (Telephone: WOrth 7-5590).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20230.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4319, Telephone WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BSDA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

FRANCE—White beans. Sarrians-Conserves, (manufacturer), Route d'Orange, Sarrians, Vaucluse. WTD 6/20/63.

GERMANY—Yellow No. 2 soybeans in bulk in 1,000 ton lots, monthly. Eitouni Commercial Co., (importer), 42 Neuer Wall, Hamburg 36.

101 Iron Ores

ITALY—Iron ore. Dott. Alberto Sommariva, (agent), Via S. Orsola 8, Milan.

200 Food

ENGLAND—Fresh fruit, vegetables, particularly apples, pears, peaches, onions, carrots, celery. Connolly Shaw Ltd., (importer, wholesaler, commission merchant, broker, sales agent), London Fruit Exchange, Spitalfields, London, E.1. WTD 6/20/63.

Fresh fruit, vegetables, particularly apples, pears, some citrus fruits, Texas carrots. Percy Dalton, (London), Ltd., (importer, exporter, manufacturer, wholesaler, commission merchant, broker, sales agent), 50-52 Brushfield St., Spitalfields Market, London, E.1. WTD 6/20/63.

Wheat; wheat flour; barley; maize, other grain; cereals, including peas, beans; rice; oilseeds; vegetable oils; cattlefood. Direct purchase and agency. Frederick E. Rose, (Commodities), Ltd., (exporter, importer, wholesaler, sales agent), Ibex House, Minories, London, EC.3. WTD 6/12/63.

All types of frozen food. Eskimo Foods, Ltd., (manufacturer, exporter, importer, wholesaler), Pelham Rd., Cleethorpes, Lincs. WTD 6/21/63.

All kinds and grades of fresh fruits. Direct purchase and agency. T. Walton, (London), Ltd., (importer, wholesaler, retailer, commission merchant), 27/29 Long Acre, London, WC.2. WTD 6/20/63.

GERMANY—Breakfast cereals, children's cereals, cake mixes, TV foods, basic and half-processed ingredients for use in the food industries. Vertriebsorganisation Kampffmeyer-Muhlen, (importing distributor), 108 Siegburgerstrasse, 5 Koln-Deutz. WTD 5/21/63.

GREECE—Frozen foodstuffs in general. Direct purchase and agency. G. S. Missios & Co., Import-Export, (importer, distributor, sales agent), 9B Valaoritou St., Athens 134. WTD 6/18/63.

201 Meat Products

GERMANY—Raw hides. Lederwerke Backnang G.m.b.H., (manufacturer), Backnang,

Wuerttemberg, Fabrikstrasse 74. WTD 6/19/63.

202 Dairy Products

BARBADOS—Ice cream mix. The Spark Agency, (snack bar operators), Windsor Villa, Bay St., Barbados. WTD 6/20/63.

203 Canning, Preserving Foods

DENMARK—Canned fruit, fruit juices. Emidan A.S., (manufacturer, exporter), 139 Hasserisvej, Aalborg. WTD 6/18/63.

★★ DENMARK—Trade Mission

Canned, dried fruits of all varieties from U.S. desired. Karl O. Christensen A/S, Ordrupvej 47, Charlottenlund. I.R. 27.

EQUADOR—Canned foods; requests replies in Spanish. Centro Comercial Joqarias, S.A., (importer), Pichincha 717-719, P.O. box 854, Quayaquil. WTD 5/31/63.

204 Grain Mill Products

ENGLAND—Feed stuffs for cattle. Direct purchase and agency. Charles Page and Co., Ltd., (exporter, importer, sales agent), 52 Grosvenor Gardens, London, SW.1. WTD 6/20/63.

GREECE—Concentrated poultry feeds; exclusive distributor. G. Coumandaros & G. Coumandarakis, (importer, wholesaler), 45 D. Gounari St., Piraeus. WTD 6/11/63.

206 Sugar

HONG KONG—White refined sugar. Lam Sam Kee Trading Co., (importer, exporter), Rm. 702, Des Voeux House, 103-109 Des Voeux Road, W. WTD 6/12/63.

207 Confectionery

★★ DENMARK—Trade Mission

Confectionery manufacturer, distributor wishes to exchange know-how of production, distribution with U.S. firm wishing to distribute its products in Europe who can also handle distribution of Danish products in U.S. Brødrene Jakobsen, Aarhus, Denmark. I.R. 165.

208 Beverage Industries

ECUADOR—Liquors; requests replies in Spanish. Centro Comercial Joqarias S.A., (importer), Pichincha 717-719, P.O box 854, Guayaquil. WTD 5/31/63.

ITALY—Bourbon whiskey. Alfredo Leone, (importer, sales agent), 81 Via Carmiano, Leveraro (Lecce). WTD 6/24/63.

209 Food Preparations

★★ DENMARK—Trade Mission

Danish food additives department is interested in U.S. lines of thickeners, pectins, flavors, condiments. Scandibutor A/S, Overgaden oven Vandet 10, Copenhagen K. WTD 2/12/62 I.R. 168.

Seasonings, specialty food products manufacturer seeks similar U.S. products especially in line of seasonings. P. Baunsgaard, 26 Norreport, Aarhus. WTD 5/4/62 I.R. 53.

ECUADOR—Spices; requests replies in Spanish. Centro Comercial Joqarias, S.A., (importer), Pichincha 717-719, P.O. box 854, Guayaquil. WTD 5/31/63.

GERMANY—Extraction, expeller types soybean cake in 1,000 ton lots monthly. Eitouni Commercial Co., (importer), 42 Neuer Wall, Hamburg 36.

220 Textile Mill Products

BELGIUM—All textile articles, including non-woven textiles; will also consider a joint venture for the manufacture in Belgium of non-woven textiles, synthetic or other. S.A. Siclat, N.V., (importer, wholesaler), 5, rue Gaucheret, Brussels. WTD 6/19/63.

★★ DENMARK—Trade Mission

Textiles, yard goods, dress manufacturer interested in acrylic fibre material, 36 in. width, pastel flower prints up to 20,000 yd. per pattern; to introduce into Scandinavian market. Dansk Kjøleindustri, Silkeborg. I.R. 88.

Textiles, pajamas for men, boys sought by wholesaler. J.C. Hempel's Handelshus and Fabriker A/S, Amaliegade 8, Copenhagen K. WTD 4/10/62 I.R. 100.

EL SALVADOR — Haberdashery, general merchandise; hosiery. Requests replies in Spanish. Direct purchase and agency. Flamingo Representaciones, (commission agent), P.O. box 1091, 13 Avenida Sur 808, Col. Ferrocarril, San Salvador, C.A.

ENGLAND—Printed and plain nylon fabrics, 2-3 oz. wgt., to be used in the manufacture of dressing gowns. Premier Quilting Co., Ltd., (manufacturer, importer, wholesaler), 172-174 Chandos Rd., London, E.15. WTD 5/6/63.

Textiles: piece goods, suitable for shirts, pajamas, lingerie, suitings, blouses, trimmings, laces, embroideries. Direct purchase and agency. H. Sheffer, Ltd., (sales agent), Kimberley House, 14/17 Holborn Viaduct, London, EC.1. WTD 6/24/63.

Piece goods in man-made fibers for blouses, children's wear, dresses; grey goods suitable for all dress wear, furnishings, in man-made fibers, mixtures. Direct purchase and agency. Legge, Murray and Co., Ltd., (sales agent), Lombard House, 16 Little Britain, London, EC.1. WTD 6/26/63.

All types of furnishing, apparel fabrics. Direct purchase and agency. E. I. Rogoff, (U.K.), Ltd., (sales agent), 13 Berners St., London, W.1. WTD 6/21/63.

Man-made fibers, yarns: acetate yarns, viscose fiber, yarn, polyester fiber, nylon yarn, acrylic fiber; requests replies from spinners, manufacturers. Direct purchase and agency. Aryan Trading Co., Ltd., (exporter, importer, wholesaler, commission merchant, broker, sales agent), Belle House, 127 Lower Thames St., London, EC.3. WTD 6/26/63.

GERMANY—Manmade fabrics from the bolt for use in clothing. Direct purchase and agency. Hirsch & Grein oHG, (wholesaler, importer, agent), 30 Romanstrasse 8, Muenchen 19. WTD 12/13/62.

221 Broad Woven Fabric Mills, Products

★★ DENMARK—Trade Mission

Cotton, nylon piece-goods manufacturer with outstanding reputation sought by Danish agent for representation in Denmark. Fa. Poul Christoffersen, Trunnevangen 1, Copenhagen, Charlottenlund. WTD 4/4/61 I.R. 143.

Textile goods wholesaler wants U.S. curtain goods particularly new fiber textiles for customers in Denmark, Norway. Hugo Kragh, Telefonsmøgen 14, Aarhus. I.R. 49.

225 Knitwear

CONGO—Samples of stretch nylon yarns, quality for manufacture of men's socks, in 2/70, 2/100, and 2/150 deniers, assorted colors; needs 8,000 lb./month delivered in 1-lb. spools: hosiery elastic yarns to be used in the tops of men's socks, quality—300% elongation, wgt.—3000 yd. and 6000 yd., per lb.; needs 400 lb. of yarn per month. Saul J. Menasche, (manufacturer), B.P. 349, Elisabethville, Katanga. WTD 5/17/63.

227 Floor Covering Mills, Products

CANADA—Good quality soft floor coverings. East India Traders, Ltd., (importer, retailer), 1807 Fir St., Vancouver 9, B.C. WTD 6/20/63.

228 Yarn, Thread Mills, Products

★★ DENMARK—Trade Mission

Wholesaler artificial yarns for weavers such as acrilan, kodel, for upholstery fabrics, dresses, carpeting. N.E. Beck-Friis, 27 Dr. Tvaergade, Copenhagen K. WTD 4/9/59 I.R. 182.★

Upholstery, drapery soft fabrics with modern look—stripes, solids, textures, smooth lines, wanted by wholesaler of textiles. Millech A/S Kobmagergade 16, Copenhagen K. I.R. 1.

GREECE—Wool, rayon, other synthetic yarns; requests replies from manufacturers only. Direct purchase and agency. Ch. A. Christides, (importer, commission agent), 17 Valaoritou St., Thessaloniki. WTD 6/18/63.

Synthetic yarns, fabrics. Direct purchase and agency. Industrial Commercial Co., (importer, wholesaler, retailer, distributor, sales agent), A. Macropoulos, Inc., 4 Cornarou St., Athens 126. WTD 6/10/63.

229 Textile Products

GERMANY—Sealing tape for sealing of threads at pipe joints. Nissen & Volk, (manufacturer, importer), Oberwerder Damm 22, Hamburg 28.

GREECE—Lace. Direct purchase and agency. Industrial Commercial Co., (importer, wholesaler, retailer, distributor, sales agent), A. Macropoulos, Inc., 4 Cornarou St., Athens 126. WTD 6/10/63.

ITALY—Manila cables, all sizes. Virgilio Mortillaro, (retailer, wholesaler, manufacturer), Piazza Fonderie 24/25, Palermo, Sicily. WTD 6/27/63.

■ **KOREA**—Rayon tire cord, yarn or fabrics, min. 1,000 denier, 720 filament up, 1650 dr., 1,500, 1,100 filament, 1,100 dr., 980 and 1,200 fil.; nylon tire cord, yarn or fabrics, min. 940 dr., 140 fil. and up, 1,680 dr., 280 fil. c&f or cif Pusan or Inchon port by all U.S. flag. Ref. No. FFO-SAI-3-520. Shin-Il Enterprise Co., Ltd., 93-1, 2-Ka, Chung moo-Ro, Chung-ku, Seoul. PA#489-901-356-3202. Limited worldwide (901). Bid deadline July 29.

■ Viscose rayon tire cord, tire yarn, tire cord fabric; nylon tire yarn, tire cord fabric. Various denier, filaments. C&f or cif Korean ports, all U.S. flag vessels. Ref. No. FFO-SAI-3-495. Bid deadline July 27. Wuon Poong Industrial Co., Ltd., 28, 2-Ka, Taipyung-Ro, Chung-Ku, Seoul.★ PA#489-901-356-3202. Limited worldwide (901). SBC-256.

230 Apparel

ENGLAND—All types of outerwear for men, women. Direct purchase and agency. Cornes Marden and Co., Ltd., (exporter, importer, wholesaler), 18 Finsbury Circus, London, EC.2. WTD 6/11/63.

231 Men's Youths', Boys' Suits, Coats, Overcoats

ITALY—Hunting, fishing clothing. Soc. Zucchi & C., (importer, wholesaler, retailer), Via L. Bissolati 31, Rome.

Hunting suits, accessories. Remo Carassale, (retailer), Via Prione 51, La Spezia.

232 Men's, Youths', Boys' Furnishings, Work Clothing

AFGHANISTAN—Medium and low priced men's dress, sport shirts manufactured from cotton, nylon, polyester fibers, other man-made fibers. Amrit Lal & Bros., (importer), Sarai Ahmed Shahi, Kabul. WTD 10/10/62.

233 Women's Apparel

★★ DENMARK—Trade Mission

Ready-to-wear clothing U.S.-made desired by Danish manufacturer, wholesaler. Kimose, Otto Rudsgade, 100, Aarhus. I.R. 44.

238 Apparel, Accessories

★★ DENMARK—Trade Mission

Wool, cotton sportswear, knitted, men's dress shirts from U.S. manufacturer sought by prospective commission agent. Fa Ope, Gavnøvej 10, Brønshøj, Copenhagen. I.R. 95.

GREECE—Ladies' blouses, underwear. Direct purchase and agency. Industrial Commercial Co., (importer, wholesaler, retailer, distributor, sales agent), A. Macropoulos, Inc., 4 Cornarou St., Athens 126. WTD 6/10/63.

239 Fabricated Textile Products

Italy—Natural, synthetic fiber, curtain materials. Direct purchase and agency. Italarredo, (wholesaler), Via Felice Casati 13, Milan. WTD 2/28/63.

240 Lumber, Wood Products, Except Furniture

ENGLAND—Hickory dimension stock; North Carolina pine; all commercial softwoods, hardwoods. Direct purchase and agency. Farnworth and Jardine, Ltd., (exporters, brokers), 5 Rumford Pl., Liverpool 3. WTD 6/26/63.

241 Logging Camps, Logging Contractors

ITALY—Walnut burls, black walnut, douglas fir logs. Mussi Bianchi Fossati, (manufacturer), Via Pasubio 37, Lissone (Milan).

244 Wooden Containers

ENGLAND—White oak staves; whiskey barrel shooks; cooperage stock. Direct purchase and agency. Farnworth and Jardine, Ltd., (exporters, brokers), 5 Rumford Pl., Liverpool 3. WTD 6/26/63.

250 Furniture, Fixtures

BARBADOS—Furnishings, furniture for twenty beach cottages, restaurant presently under construction. Grand Anse Riviera, Ltd., (operator of 20 beach chalets), P.O. box 186, St. George's, Grenada. WTD 5/24/63.

252 Office, Public Buildings Furniture

★★ DENMARK—Trade Mission

Furniture for education, industrial field sought by wholesaler who wishes to represent U.S. firms. K. Schou-Nielsen, 1-3 Vesterbro Torv., Aarhus. I.R. 45.

254 Partitions, Shelving, Lockers, Office, Store Fixtures

BARBADOS—Supermarket freezer cabinets without freezer units. The Spark Agency, (snack bar operators), "Windsor Villa," Bay St. WTD 6/20/63.

260 Paper Products

★★ DENMARK—Trade Mission

Corrugated, fine paper manufacturers' U.S.-made products—as: embossing boards, packaging materials, vinyl-coated paper for shelves, counter tops. Also needs frozen food board for cartons. Nordisk Papir Agentur, Strandvejen 247C, Charlottenlund. WTD 2/7/58 I.R. 181.

261 Pulp Mills, Products

■ **KOREA**—Bleached sulphate kraft woodpulp, 90/100 air dry basis, prime grade; semi-bleached sulphate kraft woodpulp, 90/100 air dry basis, prime grade; unbleached sulphate kraft woodpulp, 90/100 air dry basis, prime grade, about 230 lt. Ref. No. FFO-SAI-3-492. Dae Won Paper Mill Co., Ltd., 7 4-ka, Chongro, Chongro-ku, Seoul. Bid deadline July 27.

■ Semi-bleached sulphate kraft pulp, prime grade, pure soft wood, 90/100 air dry basis; unbleached sulphate kraft pulp, prime grade, pure soft wood, 90/100 air dry basis; all for multiwall sack kraft paper making, approx. 515 lt. FFO-SAI-3-510. Bid deadline July 29. Shinhung Paper Mfg. Co., Ltd., 407, Kaibong-dong, Yongdung Po-ku, Seoul. Cable: SHINPAPER, Seoul.

Both the above are for PA#489-901-356-3202. Limited world-wide (901). C&f or cif Pusan, Inchon, U.S. flag vessel. SBC-256.

264 Converted Paper, Paperboard Products

★★ DENMARK—Trade Mission

Specialty paper products, stationery items—especially party goods including decorated napkins, cups, plates desired by manufacturer. Københavns Buntpapirfabrik, Baggesensgade 8, Copenhagen N. WTD 6/12/63 I.R. 153.

GREECE—Coated, common paper, paperboard for the printing, graphic arts industries, fancy papers for wrapping; fancy paper for special purposes. Direct purchase and agency. Pegasus, Ltd., (importing distributor and sales agent), 106 Aristotelous St., Athens. WTD 6/27/63.

ITALY—Kraft paper, wgt. 60 to 70 gr. per sq. m., for large industrial-type bags, open, valve mouth, for flour or feeds, also for cement. Industria Italiana Imballaggi, (manufacturer), Vazia, Bieti.

265 Paperboard Containers, Boxes

GERMANY—Kraft liner—raw material for corrugated boxes, northern qualities; requests prices cif European ports. Impaco Papier Import GmbH, (importer), Koebelingerstrasse 1, Hannover.

271 Newspapers: Publishing, Printing

HONG KONG—Old newspapers, overissued newspapers. Carlowitz & Co., Ltd., (importer, exporter), Fung House, P.O. box 159.

275 Commercial Printing

AUSTRALIA—Wide line of landscape prints in various sizes; prints to be full color, may be on light paper; orders in batches of 500; samples with prices requested; shipping by mail; payment on bankdraft on customs clearance. W. A. Buchanan & Co., (importer, wholesaler, retailer), Little St., Valley, Brisbane, Queensland. WTD 6/12/63.

280 Chemicals

★★ DENMARK—Trade Mission

Chemicals, dyestuffs, pigments, synthetic textile fibres desired through agencies. Tage Nielsen, Bystykket 5, Naerum. I.R. 89.

Chemicals, pharmaceuticals, veterinary medicines from good U.S. sources desired by manufacturer. A/S Vestol, Aldersrogade 6, Copenhagen N. I.R. 112.★

Paint, varnish, chemicals, plastics, rubber, pharmaceuticals manufacturers desired by exclusive agent for representation in Denmark, plus machinery. Brødr. Waagepetersen, Nørregade 40, Copenhagen N. I.R. 94.★

281 Industrial Chemicals

AUSTRALIA—Sodium sulphide. Direct purchase and agency. Cruickshank Bros., (manufacturers, agent, merchant), 67 King St., Perth. WTD 6/12/63.

ENGLAND—All kinds of industrial chemicals; basic coal tar products. Direct purchase and agency. Charles Page and Co., Ltd., (exporter, importer, sales agent), 52 Grosvenor Gardens, London, SW.1. WTD 6/20/63.

Petroleum chemicals. Direct purchase and agency. Astor Boisselier and Lawrence, Ltd., (manufacturer, exporter, importer, wholesaler), 1 Lancaster Pl., Strand, London, WC.2. WTD 6/21/63.

■ **GREECE**—Basic aluminum sulfate to be used for clarification of water for supply of capital area. To conform to latest revision of standard specification of the A.W.W.A. B 403-58. Material to be ground in grains finer than 2.5 mm. Ref. No. 274. Bid deadline July 31. Societe Anonyme Hellenique des Eaux, Purchasing Dept., 4, Kolokotroni St., Athens.

■ Water treatment (softening) product, 31 mt. Ref. No. 275. Bid deadline August 13. Hellenic State Railways, Head Office, Purchasing & Stores Dept., 34 Themistocleous St., Athens.

Both above tenders are for 240-898-221-2203. Limited worldwide (898). Copies of specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, DC. 20230. If selected offer is from the U.S., purchase will be financed by AID under a PA No. or with free dollars. SBC 259.

■ **GUINEA**—Soda ash, 99/100% CO_3NA_2 after dessication, bulk packing, 3,000 mt. in early October, 2,500 mt. late November. Caustic soda, 98/99%, in 800 lb. drums suitable for storage in tropical countries, 10,500 mt., 3,500 mt. each, in September, October, November. PA#675-390-000-321-3203. U.S. source. Bid deadline July 31. Fria Co., B.P. 334, Conakry, cif. S/A No. 45/63. Breakdown of cost, insurance, freight to be submitted. Two copies of all offers must be submitted to Embassy of Guinea, Commercial Section, 2112 LeRoy Pl., NW., Washington, DC. zip code, and two copies to the buyer. SBC-257.

● **HONG KONG**—caustic soda 3,000 lb., in packages of 50 lb. or less. Net, Hong Kong dollars, including delivery to Stores Dept. Tender ref. stores C/52/40/63. Sample in waterproof container required by contracts Section, Stores Dept. before 12 noon, July 26. Controller of Stores, Stores Dept., Government of Hong Kong, Oil St., North Point.

● **IRAQ**—Aluminum sulfate, liquid chlorine, bleaching powder. Quantities and type of packaging not reported. Duty and other charges paid, Basrah Liwa Electric and Water Supply Authority Stores, Ashar-Basrah. Chlorine cylinders and drums returnable to tenderer.

Tender No. 68/63, bid deadline July 28. Director General, Iraqi Ports Administration Margil, Headquarters Bldg., Basrah.

ITALY—Aromatic, asphaltic solvents, thermoplastic materials, monomers, polyalcohols. Direct purchase and agency. Usvico, s.r.l., (agent), Via G. Albricci 8, Milan. WTD 12/6/61.

■ **KOREA**—Polyethylene resin, blow film grade, virgin and/or sub-standard, approx. 21 mt., c&f or cif Korean ports by all U.S. flag vessels. FFO-SAI-3-562. Song Hark Industrial Co., 443, Majang-Dong, Sungdong-Ku, Seoul.

■ D.C.P. technical grade, seven mt.; vinyl scrap, resin, powder type; polyethylene resin, total about 33 mt. C&f or cif Korean ports by all U.S. flag vessels. FFO-SAI-3-563. Korean Vinyl Mfg. Co., Ltd., Seoul Branch Office, 13, 3 ka-Hwaehyun-dong, Chung-ku, Seoul.

■ Caustic soda, solid 98% up, approx. 170 mt.; soda ash, light or dense, approx. 200 mt. c&f and/or cif Pusan, all U.S. flag vessels. FFO-SAI-3-513. Daehan Monosodium Glutamate Industrial Assn., 121-3, Da-Dong, Choong-ku, Seoul.

All the above for PA#489-901-356-3202. Limited worldwide (901). Bid deadline July 30, except last item, July 29. SBC-#255.

■ Caustic soda, solid, 98% up, approx. 70 mt. c&f or cif Pusan, U.S. flag vessel. FFO-SAI-3-514. Mu Kung Hwa Fats & Oils Co., #8, Sangwangshipri Dong, SungDong Ku, Seoul.

■ Caustic soda, solid 98% up, 66.89 mt. fob price, c&f and cif price, all U.S. flag vessel. FFO-SAI-3-576. Korea Tungsten Mining Co., Ltd., 10, 1-Ka, Myung-dong, Chung-Ku, Seoul. Cable: KOTUNGSTEN, Seoul.

Both the above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines July 29 and 30 respectively. SBC-255.

■ Caustic soda, solid, 98% up, about 125 mt.; soda ash, light or dense, 58% up, about 250 mt. c&f or cif Pusan. Ref. No. FFO-SAI-3-559. Seoul Soap Ind. Assn., 200, 2-Ka, Taepyung-Ro, Choong-Ku, Seoul.

■ Caustic soda, solid, 98% up, NaOH, 75 mt.; packed suitable for export. Cif Pusan, east, west and Gulf coast ports of U.S. All U.S. flag vessels. FFO-SAI-3-560. Pyung Hwa Soap Mfg. Co., Ltd., #6, Goujae Dong, Tongnae-Ku, Pusan. Cable: PHSOAPKIM, Seoul.

■ Caustic soda, solid 98% up, soda ash, light/dense; ion exchange resins, amberlite, or equal, polyethylene; carbon black; formalin; titanium dioxide phenol; boric acid; polystyrene, 150 mt. approx. c&f or cif Pusan, 100% U.S. flag vessel. Fob price, freight, insurance. FFO-SAI-3-561. Dae Han Woolen Spinning Co., Ltd., #23, 1-Ka Yang-Pyong-Dongm Youngdungpo-Ku, Seoul.

All the above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines July 30. SBC-255.

■ Soda ash, dense, 99% up, 250 mt. c&f or cif Pusan or Inchon. Ref. No. FFO-SAI-3-556. Dai Han Glass Ind. Co., Ltd., #9, 5-Ka, Dangsan-Dong, Yongdongpoo-Ku, Seoul.

■ Soda ash dense, 99.7%, min., Na2CO3, approx. 225 mt. c&f Inchon or Pusan. Quotations must show f.o.b. price. 100% U.S. liner vessel. FFO-SAI-3-557. Hankuk Glass Ind. Co., Ltd., #5 Namchang-Dong, Choong-Ku, Seoul.

■ Caustic soda, solid 98% about 125 mt.; soda ash, light or dense, 58% up, about 250 mt., c&f and/or cif Pusan. U.S. flag vessel. FFO-SAI-3-558. Tai Hwa Chemical Co., Ltd., 242-5 Ka, Youngdongpo-Dong, Youngdongpo-Ku, Seoul.

All the above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines July 30. SBC-255.

■ Polyethylene resin for blowing, film grade; 22,000 lb.; styrene polymer, crystal and color, 11,000 lb.; polyethylene resin, high density, 6.600 lb.; polypropylene, natural virgin, 2,200 lb.; pvc compound and polyamide resin, 1100 lb. Ref. No. FFO-SAI-3-553. Mijin Chemical Co., 883, Bumil-Dong, Pusan.

■ Carbon black, haf, fef, epc, srf and p-33, about 33 mt., c&f Pusan, all U.S. flag vessels. FFO-SAI-3-554. Han Kook Tire Mfg. Co., Ltd., 365 Shindorim-Dong, Youngduengpo-Ku, Seoul. Cable: TIRECOHANKOOK, Seoul.

■ Caustic soda, solid, 98% up, NaOH, packed in steel drums, 50 mt.; Soda ash, light or dense, min. 99.7% NA_2CO_3, in bulk in paper bags, 50 mt.; polyethylene film, virgin, and/or off grade, 10 mt. cif or c&f U.S. flag liner vessel. FFO-SAI-3-555. Ku Il Yumseak Factory, No. 166 3-Ka, Tae Pyung Ro, Buk-Ku, Taegu.

All the above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines July 30. SBC-255.

■ Soda ash, light/dense; caustic soda, solid/flake form, approx. 150 mt., cif or c&f Pusan, 100% U.S. flag vessel. Ref. No. FFO-SAI-3-533. Samyang Paper Mfg. Co., Ltd., 28, 2-Ka, Taipyung-Ro, Choong-Ku, Seoul.

■ Caustic soda, solid 98% up, 90 mt.; caustic potash, solid, 90% up, three mt. cif and/or c&f Pusan or Inchon, U.S. flag vessels. FFO-SAI-3-534. Aekyung Fats & Oils Processing Co., Ltd., 111-6, Sokongdong, Chung-ku, Seoul.

■ Caustic soda, solid 98% up, about 65 mt. c&f or cif Pusan. Shipment must be effected privately on U.S. flag commercial liner vessel. FFO-SAI-3-538. Tai Han Textile Co., Ltd., 133, 2-Ka, Namdaimoon-Ro, Choong-Ku, Seoul. Cable: TAHANSANUP, Seoul.

All the above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines July 29. SBC-255.

■ Caustic soda, solid, 98% up, about 75 mt. cif Pusan and/or Inchon, U.S. flag vessel. FFO-SAI-3-535. Pungyon Oil Manufacturing Co., Ltd., 150 Shinchang-Dong, Changhangm Chungohong-Namdo.

■ Caustic soda, solid, 96/100% NaOH, about 50/55 mt., or soda ash, light or dense, min. 99.8% up, about 115 mt. cif or c&f Pusan. U.S. flag vessel. FFO-SAI-3-536. Hapdong Sodium Silicate Industrial Co., 116, Norang-jin-Dong, Young-dungoo-Ku, Seoul.

■ Caustic soda, solid, 98% up, NaOH, packed in steel drums; soda ash, light or dense, min. 99.7% $NaCO_3$, packed bulk in paper bags; formalin. Approx. 160 mt. cif or c&f U.S. flag vessel. FFO-SAI-3-537. O-Sung Weaving & Dyeing Co., 420 Zunnog-dong, Dongdaemoonku, Seoul.

All the above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines July 29. SBC-255.

■ Titanium dioxide, anatase 98% up, approx. 18 mt. c&f and/or cif, Pusan. U.S. flag vessel. Ref. No. FFO-SAI-3-529. Cho Kwang Painting Co., 444, Kaya-Dong, Pusan Jin-Ku, Pusan.

■ Caustic soda, solid 98/100% NaOH, 70 mt. c&f and/or cif Pusan, U.S. flag vessel. FFO-SAI-530. Kwang Chun Co., 367-3, Chungho-Dong, Sungdong-Ku, Seoul.

■ Soda ash, dense, about 155 mt. fob price, c&f, cif Pusan, U.S. liner vessels. FFO-SAI-3-531. A Ryung Industrial Co., Ltd., 105, 3-Ka, Namdaemun-Ro, Chung-Ku, Seoul.

■ Polystyrene, polyethylene, polypropylene, styrene polymer, film, crystal, injection, monofilament grades, approx. 26 mt. c&f and/or cif Pusan, Inchon price. FFO-SAI-3-532. U.S. flag vessel. Sam Sung Chemical Ind. Co., 3 ka 31, Munlae-dong, Yongdongpo-ku, Seoul.

All the above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines July 29. SBC-255.

■ Fused alumina lionite grain mesh No. 16-180, approx. 10 mt. white lionite grain mesh, No. 30-240, approx. one mt.; silicon carbide, grain mesh, one mt.; green carbonite grain mesh, 3.5 mt. cif Pusan. 100% U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Bid deadline July 29. Hong Jin Industrial Co., Ltd., 112-35, Sokondong, Chungku, C.P.O. box 353, Seoul. Ref. No. FFO-SAI-3-388a. SBC-256.

■ Carbon black, mpc, haf, srf, fef grades, approx. 35 mt. Ref. No. FFO-SAI-3-585. Sam Yang Tire Mfg. Co., Ltd., 60, Ryangdong, Kwangjoo, Chunnam, Cif Pusan.

■ Sulphur, crude lump, 99.5% up, approx. 210 mt. FFO-SAI-3-584. Miwon Commercial Co., Ltd., 93, 3-Ka, Namdaimoonro, Chung-Ku, Seoul.

■ Carbon black, mpc, haf, fef, srf, gpf, approx. 27 mt. FFO-SAI-3-581. Hung Ah Tire Company, Ltd., #587, Jyon-Po-Dong, Pusan.

■ Dicalcium phosphate, powder, 160,000 lb., vinyl polymer, copolymer resin, uncompounded, 50 mt., dioctyl phtalate, 40 mt. FFO-SAI-3-580. Lucky Pinyl Plastics Co., Ltd., 2nd fl., Han-il Eulchi Bldg., 116, 3-Ka, Eulchi-Ro, Seoul.

■ Caustic soda, solid 98% up, approx. 90 mt. FFO-SAI-3-579. Nae Wae Spinning Co., Ltd., No. 269, Chim-san Dong, Taegue.

All the above are for PA#489-901-356-3202. Limited wordwide (901). Bid deadlines July 31. SBC-258.

■ Sulfur, ground or refined grade, approx. 100 mt.; insoluble sulfur, 50 tons. Ref. No. FFO-SAI-3-590. International Chemical Co., Ltd., No. 644 Bumil Dong, Pusan. Cable: INCHEMICO, Seoul.

■ Titanium dioxide, 11 mt. c&f or cif, U.S. flag vessel, indicate fob price, freight, insurance separately. Ref. No. FFO-SAI-3-583. Kunsul Chemical Ind., Co., Ltd., 588, Kayadong, Pusanjin-Ku, Pusan. Cable: PAINTSWALLOW, Seoul.

■ Caustic soda, solid, 98% up, NaOH, in steel drums; 80 mt.; soda ash, light or dense, min. 99.7 up, Na_2CO_3, in bulk or paper bags, 250 mt. FFO-SAI-3-588. Pusan Soap Cooperative Union, 1-Ka, Haihuyndong, Choongku, Seoul.

■ Caustic soda, 98%, 90 mt.; soda ash, light, 150 mt. FFO-SAI-3-587. Tong San Fat & Oil Co., Ltd., No. 1261-1 Bumil-dong, Pusanjin-Ku, Pusan.

All the above are for PA#489-901-356-3202. Limited wordwide (901). Bid deadlines July 31. SBC-258.

■ **PAKISTAN**—Acramin, acramoll, emulsifier, levapom, caustic soda, acetic acid, import license No. RMO42363; napthol, fast color dyes, anthrasol, remazol, indanthren. S/A No. RMO-42364. Bid deadline July 30. Valika Textile Mills, Ltd., Valika Chambers, South Napier Rd., Karachi.★ SBC-261.

282 Synthetic Materials

BARBADOS—Polyethylene film suitable for packaging margarine. K.R. Hunte & Co., Ltd., (importer, exporter, wholesaler, retailer, com-

mission merchant), Russell House, Lower Broad St., Bridgetown. WTD 6/17/63.

★★ DENMARK—Trade Mission

Polystyrene, abs, vinyl resins, plastic sheets, films, foils; synthetic fiber multi-filament, mono-filament from U.S. sources desired. Scandibutor A/S, Overgaden oven Vandet 10, Copenhagen K. WTD 2/12/62 I.R. 168.

Importer of semi-fabricated nylon, teflon rods, polyethylene, polypropalene, phenolics interested in new plastic materials. Danokan, Montergade 19, Copenhagen. WTD 4/25/63 I.R. 17.★

Plastics raw materials desired by manufacturers' agents such as nylon, polyproplene, acryl nitril butodine styrene a.b.s., shock-resistant polystrene in large lots like 25 tons in off-colors if possible. Wilh. F. Hoffmann & Co., Lundtoftevej 1, Kgs. Lyngby. WTD 9/21/62 I.R. 138.★

ENGLAND—Plastic materials such as polystyrene, adhesives. Direct purchase and agency. Charles Page and Co., Ltd., (exporter, importer, sales agent), 52 Grosvenor Gardens, London, SW.1. WTD 6/20/63.

GERMANY—Plastic raw materials—thermoplastics, heat resistant polystyrene, polyethylene; polyamide; acetate; pbc powders; ABS-polymer polystyrene; polypropylene; moulding compounds, urea, melamine, phenolic; ethanol, butanol, methanol, butyl acetate; polyester resins: request replies in German. Direct purchase and agency. Heinrich Putsch, (wholesaler, importer, agent), 1 Gartensteig, 85 Nuernberg-Erlenstegen. WTD 6/20/63.

■ **KOREA**—Viscose staple fiber, 3.75 d., 8 and/or 12d., length 3.75", 4.73" and/or 5.5", dull, 23,000 lb. C&f Pusan, separately, on U.S. or non-U.S. flag vessel. Masan Wool Textile Co., Ltd., Rm. 902, Bokchang Bldg., 80, Sokong-Dong, Chung-Ku, Seoul. Ref. No. FFO-SAI-3-526.

■ Staple fibre, viscose rayon, 1.5 denier, 1.5 in., white, dull, approx. 62,857 lb. fob and/or c&f Pusan, by U.S. flag liner and/or non-U.S. flag vessel. FFO-SAI-3-518. Young Koo Kim, Punghan Ind., Co., Ltd., 18-2, 2-ka, Eulchi-ro, Choong-ku, Seoul.

■ Viscose rayon staple fibre, 1.5 dr., 1.5" cut length, crimped, dull, white bleached, approx. 82,380 lb. c&f and/or cif, by U.S. flag liner vessel. FFO-SAI-3-517. Ilshin Spinning Co., Ltd., 18-2, 2 Ka, Ulchi-Ro., Chung-Ku, Seoul.

All the above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines July 29. SBC-255.

■ Acetate yarn, a grade, approx. 80,000 lb., 55/75/100/120/150/200/300/600 and/or, viscose rayon filament yarn, 30,000 lb., a grade, 55/75/120/125/150/200/240 dr. cif Pusan. U.S. flag liner. FFO-SAI-3-548. Korean Knitting Industry Cooperatives Assn., 80, So-Kong Dong, Choongku, Seoul.

■ Acetate rayon yarn, 50, 55, 75, 100, 120, 150, 200 and/or 300 dr., bright/dull, on cones and/or hanks, natural white, spun dyed, and/or crystal. 928,000 lb. viscose rayon yarn, 40, 45, 50, 60, 75, 100, 120, 125, 150, 200 and/or 300 dr., same, about 965,000 lb. fob, c&f and/or cif Pusan, U.S. flag liner vessel. FFO-SAI-3-566. Federation of Weavers & Dyers Cooperatives, 80, Sokong-Dong, Chung-Ku, Seoul.

Both the above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines July 29 and 30 respectively. SBC-255.

■ Vinyl, vinyl copolmer resins, compounded and uncompounded, 20 mt.; polyethylene resins, film grade, 10 mt.; dioctyl adipate, phthalate, 10 mt.; titanium dioxide, anatase or rutile, 10 mt.; carbon black, S-66 or mpc grade, 5 mt. FFO-SAI-3-582. International Chemical Co., Ltd., No. 644 Bumil Dong, Pusan. Cable: INCHEMICO, Seoul.

■ Vinyl polymer, copolymer resin, uncompounded, 50 mt.; dioctyl phthlate, 40 mt. FFO-SAI-3-589. Gold Star Co., Ltd., 3rd fl., Han-il Bldg., 116, 3-Ka, Eulchi-Ro, Seoul. P.O. box Kwang Hwa Moon 314.

■ Low and high density polyethylene, 40,000 lb., polystyren polymer, 40,000 lb.; caustic soda, solid and flakes, 98% up, approx. 100 mt.; soda ash, light and dense, 98% up, approx. 200 mt. FFO-SAI-3-586. Il Hwa Industrial Co., Ltd., 348-1, 3-Ka, Ulchi-Ro, Choong-Ku, Seoul.

All the above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines July 31. SBC-258.

■ Polyethylene virgin, for film blowing, approx., 36,000 lb.; same but off grade, 45,000 lb.; p.v.c. compound, extrusion grade, 15 mt.; polypropylene, off grade, approx. 29,000 lb. Ref. No. FFO-SAI-3-578. Young-Jin Chemical Ind. Co., 54, 2-Ka, Dongdaishin-Dong, Su-Ku, Pusan.

■ Dicalcium phosphate, powder form, 160,000 lb.; sodium lauryl sulphate, 13,000 lb.; sodium carboxy methyl cellulose, 5,000 lb., vinyl polymer, copolymer resin, uncompounded, 50 mt., diotyl phthlate, 40 mt. Lucky Chemical Co., 2nd fl., Han-il Bldg., 116, 3-Ka, Eulchi-Ro, Seoul. P.O. box Kwang Hwa Moon 314.

Both the above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines July 31. SBC 258.

■ Viscose rayon staple fibre, 1.5, 3, 3.75, 5, 8, 3" cut and/or 10, 12 denier, 120mm.-130mm., white bleached, crimped dull and/or bright, first quality, 30,000 lb. fob, c&f and/or cif Pusan, U.S. flag liner vessel. Ref. No. FFO-SAI-3-516. Yuhan Textile Ind. Co., Ltd., No. 506-3, Myung-Loong-Dong, Dong-Rai-Ku, Pusan.

■ Staple fiber, viscose rayon, 1.5 dr., 1.5" cut, dull or bright, regular crimped, about 72,000 lb. C&f or cif Inchon and/or Pusan. Indicate fob quotation. FFO-SAI-3-552. Tongyang Spinning Co., Ltd., 92, Mukyo-Dong, Choong-Ku, Seoul.

■ Viscose staple fiber, 3, 3.75, 4, 5, 6 dr., length 3, 3.75, 4.73, 5.5" dull, 24,300 lb., c&f Pusan, separately on U.S. or non-U.S. flag vessel. FFO-SAI-3-550.

All the above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines July 29. SBC#255.

■ Rayon staple fibre, natural white, crimped, dull, 50,000 lb., 3D x 2.75". Ref. No. FFO-SAI-3-493A. C&f and/or cif Pusan, U.S. flag vessel. Mijin synthetic Fiber Ind. Co., Ltd., 331 Yang Jeong Dong Pusanjin-Ku, Pusan. PA#489-901-356-3202. Limited worldwide (901). Bid deadline July 30. SBC-255.

■ Staple fiber, viscose rayon, 1.5 denier, 1.5" cut, dull regular crimp. Net wgt. 82,300 lb. fob or c&f price. Reference No. FFO-SAI-3-519. Chonnam Spinning Co., Ltd., 140 Pukchang Dong, Chung Ku, Seoul.

■ Viscose rayon staple fibre, crimped, dull, 3, 3.75, 4, 5, 6, 8, dr. x 2, 3 in.; same in bright, 10, 12, dr. x 120, 130, 150 mm. Approx. 239,000 lb. C&f or cif Pusan or Inchon, U.S. flag vessel. Fob price and freight separately. Quotation with samples are to be submitted to the Office of the Woolen Spinners & Weavers Assn. of Korea, No. 47, 2-Ka, Myung-Dong, Chung-Ku, Seoul. Ref. No. FFO-SAI-3-494.

Both the above procurements are for PA #489-901-356-3202. Limited worldwide (901). Bid deadlines July 29 and 27 respectively. SBC#256.

NETHERLANDS—Semi-finished plastics, i.e. polypropylene, polyethylene, polyacetate, p.v.c., polywrethane, polyamide, rilsan, delrin, p.t.f.e., polyisobutylene, semi-finished silicon rubber, industrial coatings. N.V. Thermorub, (manufacturer, importer), Koningstraat 133, Beverwyk.

■ **TURKEY**—Nylon yarn, 70 den., 34 fil. turns, sized, 5,000 lb.; same, except unsized, 5,000 lb. S/A No. 1717. Akin Tekstil Fabrikasi, Rustu ve Haydar Akin ve Ort. Kol. Sti., Sultanhamam, Hacopulo Han 4, Istanbul.

■ Stretch nylon yarns den. 70/2 and colors 20 filaments, $5,996. S/A No. 1718. Bid deadline July 29. Isak Baruh, Mahmutpasa Sokak, Ugurlu Han No. 301/309.

Both the above are for PA#277-540-901-356-3224. Limited worldwide (901). SBC-254.

■ Unthrown yarn of nylon, 60, 70, 100, 140 denier. $50,000. Import license No. 1729. Y. Leons Hason ve Ortaklari kollektif Sirketi, Istanbul. Cable: NIHASON, Istanbul.

■ Stretch nylon yarns, 50, 60, 70, 80, 90, 100 denier, on cones, dyed or natural. $28,240. Import license No. 1727. Mison Tam Mitrani, Mahmutpasa, Kukrcu Han No. 33, Istanbul.

Both the above are for PA#277-540-901-356-3224. Limited worldwide (901). Bid deadlines July 30. SBC-257.

■ Nylon yarn, 40/13/0 natural, 60 and 70/17 and 70/17 & 20; nylon yarn 40/13/7Z and 10Z, natural; nylon stretch yarn, 60/70/2 natural and dyed. $65,030. Import licenae No. 001719. Sarper Corapcilik Ticaret ve Sanayii Anonim Sirketi Bomenti Silhsor Caddesi, Yeniyol Sokak No. 4, Sisli-Istanbul.

■ Nylon stretch yarn, 70/2 natural and dyed. $40,000. Import license 001730. Ayaz Bayburi, Yesildirek Hocahan Sok. No. 6, Istanbul.

■ Nylon yarns for textile, 60-70 denier, half bright white, other colors, $10,500. Import license No. 1725. Nilteks Dokuma Fabrikasi Hazday Reyna ve or Sultanhamam Mollatas, Sokak No. 39, Istanbul. Cable: SULTANHAMAM MOLLATAS.

■ Nylon yarn, 60/1/20, 70/2/18 natural; nylon stretch yarn, 60/2, 70/2 natural, $7,760. Import license No. 001716. Agop Haryanyan Yesildirek Tarakci Cafer Sok. Is Han No. 10, Istanbul.

PA#277-540-901-356-3224. Limited worldwide (901). Bid deadline July 30, for all the above procurements. SBC-257.

■ Nylon yarn, 60/1/20 and 70/1/18, natural; nylon stretch yarn, 60/2/20 and 70/2/20 natural. $20,000. Import license No. 001726. Serif Ticaret ve Sanayii Kol. Sti. Serif Uluturk, Bahri Getiner, Yasef Kohen Mahmutpasa Sultan Mektep Sok. Rita Han No. 10/2, Istanbul. Bid deadline August 3.

■ Nylon yarn, 40/13/0 natural, 60/17/0, 60/20/0, 70/17/0, 70/20/0, natural; nylon yarn 40/13/7Z-40/13/10Z natural; nylon stretch yarn, 60/2, 70/2 natural and dyed, $28,600. Sarper Corapcilik Ticaret ve Sanayii Anonim Sirketi Bomonti Silahsor Caddesi, Yeniyol Sokak No. 4, Sisli-Istanbul. Import license No. 001720. Bid deadline July 30.

Both the above are for PA#277-540-901-356-3224. Limited worldwide (901).

283 Drugs

■ **CHINA**—Dihydrostreptomycin sulfate bulk, 100 kg., packed in 20 kg. drum; streptomycin bulk, 500 kg., same. C&f Keelung. Ref. No. 070. PA#484-370-000-253-3215. U.S. source. Bid deadline July 28. Yueng Foong Chem. Ind. Co., Ltd., 59 Yeng Ping Rd., South, Taipei. SBC-257.

★★ **DENMARK—Trade Mission**

Medical products new or patented sought by agent who wishes direct representation of U.S. manufacturers. Apodan A/S, Englandsvej 380A, Kastrup. I.R. 98.

ENGLAND—Pharmaceutical products particularly those with nuclear bias. Direct purchase and agency. Medical & Pharmaceutical Developments, Ltd., (exporter, importer, sales agent), 2 Erringham Rd., Shoreham-by-Sea, Sussex. WTD 6/13/63.

GERMANY—Medicines—pharmaceutical specialties; requests replies from manufacturers only. Direct purchase and agency. Dr. Wider & Co., (manufacturer, importer, commission merchant, sales agent), 48 Brennerstrasse, 725 Leonberg Eltingen. WTD 6/7/63.

■ **KOREA**—Calcium-d-panththenate, dl-methionine, nicotinamide; various vitamins; inositol; caffein anhydrous; santonin, various quantities. C&f Pusan. U.S. flag liner. Samples with firm offers required. Ref. No. FFO-SAI-3-549. Bid deadline July 29. Dong-A Pharmaceutical Co., Ltd., 51 Yong-doo Dong, Dongdaermoon, Ku, Seoul.

■ Aminopyrine, caffeine, piperazine, inositol, vitamins, assorted; acetophenetidin, various quantities. C&f or cif Pusan, U.S. flag vessel. Ref. No. FFO-SAI-3-571. Limited worldwide (901). Bid deadline July 30. Dong Kwang Pharmaceutical Co., Ltd., P.O. box Central 384, Seoul.

Both above tenders are for PA#489-370-901-356-3200. Limited worldwide (901). SBC-255. Copy of all offers for Korea projects, to be sent airmail to Bank of Korea, AID Section, and to the Director, USAID, Seoul, c/o American Embassy, Seoul.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

BELGIUM—High grade waxes; detergents for use in schools, plants, hospitals; requests replies in French. Societe Cooperative Clartex, (manufacturer, wholesaler), 11 rue Simons, Brussels. WTD 6/18/63.

★★ **DENMARK—Trade Mission**

Cosmetic lines for beauty supply field desired by manufacturer. Thorning Madsen, Rødegaardsvej 146, Odense. WTD 10/30/62 I.R. 179.

Cleaning materials, disinfectants, other supplies for slaughter houses, dairies; also supplies for cleaning of truck bodies handling these commodities desired from U.S. connection by wholesaler. Coldair, Noddvesthavnsgade, Aarhus. I.R. 62.

ECUADOR—Shoe polish in 55-gallon drums, all colors. Zapata Hnos. & Cia., (importer), 10 de Agosto No. 639, P.O. box 3312, Guayaquil. WTD 6/5/63.

285 Paints, Varnishes, Lacquers, Enamels

GREECE—Paints in general. Direct purchase and agency. G. S. Missios & Co., Import-Export, (importer, distributor, sales agent), 9B Valaoritou St., Athens 134. WTD 6/18/63.

287 Agricultural Chemicals

★★ **DENMARK—Trade Mission**

Chemicals for pesticides, insecticides field desired by wholesaler. Emil V. Abrahamson A/S, Toldbodgade 10, Copenhagen K. WTD 1/11/63 I.R. 199.

291 Petroleum Refining

● **BURMA**—Marine fuel oil, 24,000 lt., four shipments, during the 12 months beginning October 1, and ending September 30, 1964. Tender No. D/O MM/22/1, bid deadline July 31. Thray Sithu U Ba Htay, General Mgr., The Burma Oil Co., (1954), Ltd., 604, Merchant St., P.O. box 1049, Rangoon.★ (Telephone: WOrth 7-2421).

299 Products of Petroleum, Coal

■ **CHINA**—Bardahl lubricants, additive, motor oils, sae 30, 55 gal., 5 gal.; (drum) sae 10, 5 gal. (can); sae 30, 24 pint, carton; top oil, 55 gal. (drum), Quantity 160 pcs. Ref. No. 070. PA#484-6211-000-253-3218. U.S. source. Bid deadline July 28. Kong Joo Trading Co., Ltd., 144, Sec-2, Chang Sha St., Taipei. C&f Keelung. SBC-257.

301 Tires, Tubes

■ **CONGO**—Truck tires, 825 x 20—10 ply; tubes, 825 x 20, 50 each, amount of $17,400. Subject to GSA Defense Materials Services Procedure. PA#660-000-355-3205. U.S. source. Bid deadline July 30. Entreprises Agricoles & Industrielles de la Busira au Lomani, Division Busira a Ikela (pour Yalusaka). SBC-259.

■ **TURKEY**—Tires, tubes in various sizes, $500,000; vulcanized earthmover tread rubber, best grade natural rubber for off-the road service, tires, various sizes, die sizes, length of tread, quantity. PA#277-891-901-356-3232. Limited worldwide (901). Bid deadlines August 3. Karayollari Genel Mudurlugu, (General Directorate of Highways), Malzeme Subesi Mudurlugu, Yenisehir-Ankara. Detailed specifications may be obtained from the Turkish Embassy, Board of Counselors for Economic Affairs, 2523 Massachusetts Ave., NW., Washington 8, D.C. Under GSA Defense Materials Services procedure. SBC-257.

306 Fabricated Rubber Products

GERMANY—High pressure hose, dia.: 10 mm.; test pressure 780 atmospheres, with necessary fittings. Direct purchase and agency. Hermann Ulber, (representative), Hamm (Westf.).

■ **TURKEY**—V-belts in various quantities, 118 items. Amount $20,000. PA#277-891-901-356-3232. Limited worldwide (901). Bid deadline August 3. Karayollari Genel Mudurlugu, (General Directorate of Highways), Malzeme Subesi Mudurlugu, Yenisehir-Ankara. Detailed specifications may be obtained from the Turkish Embassy, Board of Counselors for Economic Affairs, 2523 Massachusetts Ave., NW., Washington 8, D.C. SBC-257.

307 Plastics Products

ECUADOR—Plastic upholstering material, especially for automobiles; transparent, laminated plastic in rolls from 1 to 5 m. thick, especially for furniture. Zapata Hnos & Cia., (importer), 10 de Agosto No. 639, P.O. box 3312, Guayaquil. WTD 6/5/63.

GERMANY—Plastic products in the electrotechnical field. Direct purchase and agency. Metallhandel Ges. Dienemann, (wholesaler, exporter, importer), Boernerstr. 20, Hamburg-Eilbek.

311 Leather Tanning, Finishing

DENMARK—Suede, cabretta-nappa leather for sport garments. Busch-Knudsen, (manufacturer, wholesaler), 41 Skelbaekvej, Risskov. WTD 3/19/62.

HONG KONG—Black patent leather, calf leather scraps, approx. 8 to 10 sq. ft. per skin and kid leather. Oriental American Agencies, (importer, exporter), 6th fl., China Bldg., P.O. box 815.

312 Industrial Leather Belting, Packing

ITALY—Belts, belting, all kinds—including leather belts, sizes from 30 mm. to 200 mm.; rubberized cloth, same sizes, trapezoidal belts of all sizes. Virgilio Mortillaro, (retailer, wholesaler, manufacturer), Piazza Fonderie 24/25, Palermo, Sicily. WTD 6/27/63.

319 Leather Goods

★★ **DENMARK—Trade Mission**

Suede material desired from good sources in U.S. by manufacturer of men's, women's, children's coats, textiles, sport jackets, suede leather coats. Busch-Knudsen, Riiskov. I.R. 46.★

321 Flat Glass

ECUADOR—Laminated glass. Aluminio Arquitectonico, S.A., (importer), Escobedo No. 818, P.O. box 3233, Guayaquil. WTD 6/6/63.

322 Glass, Glassware, Pressed or Blown

BARBADOS—Glassware for twenty beach cottages, restaurant presently under construction. Grand Anse Riviera, Ltd., (operator of 20 beach chalets), P.O. box 186, St. George's, Grenada. WTD 5/24/63.

ENGLAND — Glass, glassware: domestic glassware, particularly for tableware. Jones and Co., (Glass), Ltd., (exporter, importer, sales agent), Ely House, Charterhouse St., London, EC.1. WTD 6/20/63.

323 Glass Products

★★ **DENMARK—Trade Mission**

Tubular glass fibre blanks for fishing rods, shipmasts, aerial masts desired by manufacturer of acrylic sheets. Skandinavisk Akryl Industri, Viby (Sjaelland). WTD 9/20/63 I.R. 115.

325 Structural Clay Products

GERMANY—Wall tiles, mosaic tiles. Joseph Fesel GmbH, (importer, wholesaler), Amandastrasse 54, Hamburg 6.

● **PAKISTAN**—Fire brick, furnaces, ordinary 9″x4½″x½″ to s&d spec. No. MG/96-56, group a as per CME/P.E.RLY's drawing no. FB/1 pp. 12, 58,000 pcs.; fire brick ordinary and cupola fig. No. 15, 9″x6¾″x 2 11/16″ to s&d spec. No. MG/96-56, group a, as per CME/P.E.RLY's cat. No. 1, pp. 4—3500 pcs.; fire brick 30″ bore cupola, spec. MG/96-56, group a, 14,400 pcs. Tender No. P1/GB-10/9/63/ACST, bid deadline July 29. Controller of Stores, (Purchase), Pakistan Eastern Railway, Pahartali, Chittagong. Tender documents are available for review only in Rm. 4222, Iron and Steel Division, Department of Commerce, Washington, DC. 20230.

329 Abrasive, Asbestos, Nonmetallis Mineral Products

FRANCE—Waterproof paper for the sanding of car bodies, 23x28 cm.; sand paper or pulverized flint paper, 39x34 cm., for use of plasterers, cabinet makers; sand paper or pulverized flint paper, 56x72 cm., same use as preceding; emery finishing paper, 32x24 cm.; abrasive discs made of vulcanized fiber

for polishing, trimming, paper for wood sanding, cloth for marble masons, dia.: 100, 110, 140, 150, 180, 230; bands for sanding machines made of paper or cloth for manufacturers of furniture: interested in medium quality sand paper. Sud Est Abrasif, (manufacturer), 9 rue Albert Cousin, Saint-Laurent-sur-Saone, Ain. WTD 6/29/63.

GERMANY—Corrugated asbestos roofing, sheets, other solid roofing materials. Joseph Fesel GmbH, (importer, wholesaler), Amandastrasse 54, Hamburg 6.

ITALY — Asbestos — all kinds, including sheets, yarns, powder. Virgilio Mortillaro, (retailer, wholesaler, manufacturer), Piazza Fonderie 24/25, Palermo, Sicily. WTD 6/27/63.

■ **KOREA**—Acitve clay, #1490 florex XXX and/or #115 florex XXF, approx. 160 mt. c&f Pusan, U.S. flag vessel. FFO-SAI-3-570. Bok Ji Industrial Co., Ltd., #12, 2-Ka, Choongmuro, Choong-ku, Seoul. Bid deadline July 30. PA#489-901-356-3202. Limited worldwide (901). SBC#255.

■ Magnesite clinker, mgO, 85% min, siO_2 7%, caO, 4%, fe_2O_3, 4%, al_2O_3, 1.50 max., lump size, 120 mt. Bupyung Steel Ind. Co., Ltd., #244, Chungchun-Dong, Inchon. Ref. No. FFO-SAI-3-599. C&f Pusan or Inchon, U.S. flag vessel.

■ Diatomoceous earth, approx. 157 mt., hyflosuperpcel grade, and/or equal. FFO-SAI-3-591. Daehan Monosodium Glutamate, Industrial Assn., 123-3, Da-Dong, Choong-ku, Seoul.

Both the above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines July 31. SBC-258.

331 Steel Mill Products

BARBADOS—Stainless steel for canning foods. K.R. Hunte & Co., Ltd., (importer, exporter, wholesaler, retailer, commission merchant), Russell House, Lower Broad St., Bridgetown. WTD 6/17/63.

■ **CHINA**—Coke hot dipped tinplate waste waste, 75/100 lb. basis wgt., size 18x24 and larger, in original mill packing, 1.25 lb. tin coating, unassorted to size and gauge, 100,000 lb. C&f. PA#484-660-000-253-3217. U.S. source. Bid deadline July 28. Sheng Yuh & Co., Ltd., 270 Min Sheng Rd., Taipei. Cable: SHENYU, Taipei. Ref. No. 070. SBC-257.

■ **INDIA**—Die steel blocks signalling wire rods and electrode quality billets, approx. 3,800 mt. Tender No. S-40 of 63, bid deadline August 9. Director, Wagon Production, Ministry of Railways, New Delhi. Tender documents available from India Supply Mission (D/ENQ/728), 2536 Massachusetts Ave., NW., Washington, DC.

● **IRAN**—Corrugated iron sheets, .75 min., approx. 15,000 kg. Tender No. 42/459, bid deadline August 20. Specifications may be obtained from the Purchase Dept., (Affairs of Tenders and Contract), Iranian State Railways, Teheran.

ITALY—Stainless steel sheets, ribbons; requests replies from manufacturers only. A. Pontecorvo & C., S.r.l., (importer, wholesaler), Piazza Navona 90, Rome.

Stainless steel strips, (aisi 430) with thicknesses of: 0.31, 0.5, 0.6, 0.9, and 1 mm. C.A.M.A., (manufacturer), Via Console Flaminio 4/6, Milan.

Metal cables, all sizes. Virgilio Mortillaro, (retailer, wholesaler, manufacturer), Piazza Fonderie 24/25, Palermo, Sicily. WTD 6/27/63.

■ **KOREA**—Ferro manganese, 73% up, approx. 100 mt.; ferro silicon, same, 50 mt. FFO-SAI-3-568. Shin Dong Co., Ltd., Central P.O. box 185, Seoul. C&f Pusan or cif, on U.S. flag vessel.

■ Ferro manganese, mn 73-80%; ferro silicon, si 75-80%; ferro crome, 60% up; ferro molybdenum, 60% up, total approx. 110 mt. Delivered c&f or cif Puson or Inchon, U.S. flag vessel. FFO-SAI-3-567. Cheoung Hwa Industrial Co., #81, Sokong-Dong, Jung-Ku, Seoul.

Both the above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines July 30. SBC#255.

■ Ferro manganese, mn. 73-78, C.5-7.5%; si. 1.2%, p. 0.4%, s. 0.05%; ferro-silicon, si. 75-80%, c. 0.3% max., p. 0.05%, s. 0.05% max. Approx. 40 mt. each. fob price, cif Pusan. Seryung Mulsan Co., Ltd., 41, 1-Ka, Chungmuro, Chungku, Seoul. Cable: PEACEMOBILE, Seoul. FFO-SAI-3-546.

■ Ferro manganese, approx. 50 mt.; ferro-silicon, 70 mt. Both in lump, one in. up, packed in steel iron drums. C&f Pusan. Sam Yang Products Co., Ltd., 79, Sokong-Dong, Choong-Ku, Seoul. FFO-SAI-3-522. Cable: AGARAGARPRODUCT, Seoul.

■ Ferro silicon, 80 mt.; ferro manganese, approx. 30 mt. fob price and c&f Pusan, U.S. liner vessel. Dae Yull Industrial Co., Ltd., 30, Myung-Dong, Chung-Ku, Seoul. Cable: DAEYULLINDUS, Seoul.

All the above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines July 29. SBC-256.

■ Ferro-silicon, si. 75-80%, ferro-manganese, mn. 75-80%, approx. 130 mt. c&f or cif Pusan, U.S. flag vessel. Oh Yang Kongsa Co., Ltd., rm. No. 506, Bando Bldg., Seoul. Ref. No. FFO-SAI-3-544.

■ Ferro manganese, mn. 75-80%; ferro silicon, si. 75-80%, about 130 mt. c&f or cif Pusan or Inchon, U.S. flag vessel. Hamil Industrial Co., Ltd., No. 62 2-Ka, Taipyongro, Chung-Ku, Seoul. FFO-SAI-3-539.

■ Ferro manganese, mn. 73-80%; ferro silicon, si. 75% up; ferro chrome, 60% up; ferro molybdenum, 60% up, c&f or cif Inchon/Pusan, U.S. flag vessel. FFO-SAI-3-545. Kukje Plate Ind. Co., Ltd., #51-4 1-Ka Chungmuro Chung-Ku, Seoul. P.O. box central 434. Cable: KUKJEPLATE, Seoul.

All the above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines July 29. SBC-256.

■ Ferro manganese, 73-80%, ferro silicon, 75-80%, ferro chrome, 60% up; ferro molybdenum, 60% up. C&f or cif Pusan or Inchon, U.S. flag vessel. Ref. No. FFO-SAI-3-521. Shinil Enterprise Co., Ltd., 93-1, 2-Ka, Chungmoo-Ro, Chung-Ku, Seoul. PA#489-901-356-3202. Limited worldwide (901). Bid deadline July 29. SBC-256.

■ Ferro chrome, 60% up, ferro manganese, 75-80%; ferro silicon, 75-80%; ferro molybdenum, 55% up, about 150 mt. C&f or cif Pusan or Inchon, U.S. flag vessel. Ref. No. FFO-SAI-3-524. Hwa Chun Trading Co., Ltd., #21 Sokong-Dong, Chung-Ku, Seoul. Cable: HWACHUNTRADING, Seoul.

■ Ferro silicon, si. 75% up, c. 0.02% max., p. 0.05%, s. 0.05% max., 250 mt. ferro manganese, mn. 73-78%, si. 3%, c. 7.5%, p. 0.4%, s. 0.05% max. fob price and c&f Pusan, U.S. flag liner vessel. FFO-SAI-3-525. Mi Pung Co., Ltd., 191, Sunwha-Dong, Sudaimoon-Ku, Seoul. Cable: 3333, Seoul.

■ Ferro silicon, si. 75-98% up, 250/15 mt.; ferro manganese, 75% up, 70 mt.; ferro chrome, 60% up, 10 mt.; ferro molybdenum, 55% up, 10%. fob price and c&f Pusan, U.S. flag vessels. Kum Shin Industrial Co., Ltd., Central P.O. box 445, No. 51, 1-Ka ChungMu-Ro, Chung-ku, Seoul. FFO-SAI-3-547.

All the above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines July 29. SBC-256.

● **MOROCCO**—Steel rails, burbach No. 4, (56.6 k. per lm.) with accessories. Bid deadline August 5. Monsieur l'Ingenieur Chef de l'Arrondissement Maritime de Travaux, Place Zallaga, Casablanca, Morocco. Tender specifications and blueprints (in French) are available for review only in Rm. 4222, Iron and Steel Division, Department of Commerce, Washington, DC. 20230.

■ **TURKEY**—Electrolytic tinplate waste waste, bright finish of soft temper, assorted to size and gauge, 80/107 lb. base wgt. and lighter, 79 lb. base wgt. and lighter, in original mill export packing, approx. 10,000 lb. net. Amount $6,000. PA#277-660-901-356-3226. Limited worldwide (901). Bid deadline July 29. S/A No. 001705. Hirdavatis Isak Kohen, Bankalar caddesi, Banka sokak, Yarman han N.20, Galata, Istanbul. SBC-254.

■ Best grade electrolytic tinplate culls, bright commercial temper, unassorted, 107 lb. and lighter, 18" x 24" and larger; electrolytic tinplate waste waste, bright commercial 18" x 24" and larger, in original mill packing. Cif prices. Amount $5,000. S/A No. 1714.

■ Best grade electrolytic tinplate culls, bright, commercial, 18" x 24" and larger. Assorted to size and gauge; electrolytic tinplate waste waste, bright commercial, assorted to size and gauge, 107 lb. and lighter, 18" x 24" and larger, original mill packing. $5,000. S/A No. 1715. Eliya Sevi, Yesildirek, Mollatas Han 10, Istanbul. PA#277-660-901-356-3226. Worldwide (901). Bid deadlines July 29. SBC-254.

■ Unassorted hot dipped tinplate, 1.25 lb. coating, 20x28, 190 lb.; unassorted electrolytic tinplate, 0.25 finish, bright, matte finish, 21x30, 190 lb.; electrolytic tinplate waste waste, unassorted to size and base wgt., 18x24 and larger, 80/107 lb.; electrolytic tinplate cobbles, not assorted to size and base wgt., 10x10 and/or 18x24, and larger, 80/107 lb. In original mill packing, c&f and c.i.f. basis. Subject to GSA Defense Materials Services procedure. S/A No. 001696. Viktorya Rizas Baysungur Sok. 213/4, Kurtulus, Istanbul.

■ Prime electrolytic tinplate, various size packages, dimensions, and base wgt. F.o.b. and c&f Istanbul prices per box requested. Under GSA Defense Materials Services procedure. S/A No. 1685. Unilever-Is Ticaret ve Sanayi, Turk Ltd., Sti. Cumhuriyet caddesi, Kahan apt., 16/4 Harbiye-Istanbul.★

Both the above procurements are for PA No. 277-660-901-356-3226. Limited worldwide (901). Bid deadline July 29. SBC-254.

■ Electrolytic tin plate cobbles, not assorted to size or base wgt., 107 and lighter, 18x24 and larger; electrolytic tin plate waste waste, assorted to size and base wgt. 18x24 and larger. $10,000. Import license No. 1724. Giacomo Behar ve Biraderleri-Ticaret, Ltd., Sirketi Tahtakale, Cedit Han 36, Istanbul. Bid deadline July 30. PA#277-660-901-356-3226. Limited worldwide (901). SBC-257.

■ Electrolytic tinplate waste waste, assorted to size and gauge, per skid, all bright material, soft temper, base wgt. 80/107 lb., sizes 20"x 28" and larger, completely metal wrapped containers for export. $5,000. Import license No. 1723. Mustafa Gazioglu, Mersin, Uray cad. No. 39, Mersin.

■ Unassorted hot dipped tin plate, 1.25 coating, 18¾"x28", 20x30", 107 lb.; hot dipped waste waste assorted to size and base wgt., 18x24" and larger, 80/107 lb.; electrolytic tinplate waste waste, assorted to size and wgt., 18x24" and larger, 80/107 lb.; electrolytic tinplate cobbles, not assorted to size or wgt., 10x10 and larger, 107 lb. and lighter. Import license No. 001722. Harutun Bakalyan Tersane Caddesi Bakir Han No. 27/4, Galata-Istanbul.

Both the above are for PA#277-660-901-356-3226. Limited worldwide (901). Bid deadlines August 3. Subject to GSA Defense Materials Services procedure. SBC-257.

333 Primary Smelting, Refining of Nonferrous Metals

■ **KOREA**—Special high grade, 99.99% min. zinc slabs, 40 mt. C&f or cif, by U.S. flag vessel, or fob by non-U.S. flag vessel. Bid deadline July 30. Ref. No. FFO-SAI-3-569. Far East Chemical Ind. Co., Ltd., 667, Chungoo-Dong, Pusanjin-Ku, Pusan. PA#489-901-356-3202. Limited worldwide (901). SBC# 255.

■ Zinc slabs, special high grade, 99.99% min., containing not over 0.007% lead, 0.005% iron and cadmium, approx. 45 mt. cif or c&f Pusan, U.S. flag vessels. Ref. No. FFO-SAI-3-593. Cable: INCHEMICO, Seoul. International Chemical Co., Ltd., No. 644 Bumil Dong, Pusan.

■ Zinc slab, special high grade or high grade 99.5% min., approx. 50mt. C&f or cif Pusan all U.S. flag vessel and fob non-U.S. liner vessel. FFO-SAI-3-595. Shin Hwa Silup, 380, Talpaibi-dong, Tongtaimun-Ku, Seoul. Cable: STARS.

■ Zinc slabs, special high grade, 99.99% min, or 99.4% up, about 40 mt. Ref. No. FFO-SAI-3-610. Cable: CATHEXCO, Seoul. Yooil Enterprise Co., No. 95 Dang Kam Dong, Pusan-Jin Ku, Pusan.

All the above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines July 31. SBC-258.

■ Zinc slabs, special high grade, 99.99% min. and/or 99.4% up, about 36 mt. c&f or cif 100% by U.S. flag vessel. FFO-SAI-3-609. Pusan Steel Pipe Industrial Co., Ltd., No. 65, Kam Man Dong, Pusan-Jin Ku.

■ Zinc slabs, high grade, 99.99% min., 37 mt. FFO-SAI-3-596. Tae Hwa Co., 109, Dang-kam-Dong, Pusanchin-Ku. C&f or cif Pusan, 100% U.S. flag vessel.

■ Zinc slabs, 98.5% up to 99.99%, about 30 mt. C&f or cif Inchon or Pusan, 100% U.S. flag vessel. Ilssin Industrial Co., Ltd., 26, 1-ka, Chungmu-ro, Chung-ku, Seoul. Ref. No. FFO-SAI-3-594.

All the above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines July 31. SBC-258.

335 Rolling, Drawing, Extruding of Nonferrous Metals

ECUADOR—Aluminum sheets for roofing. Aluminio Arquitectonico, S.A., (importer), Escobedo No. 818, P.O. box 3233, Guayaquil. WTD 6/6/63.

■ **KOREA**—Virgin aluminum ingots, 99.5% min. al, about 12 mt. cif or c&f Pusan, 100% U.S. flag vessel. Bid deadline July 29. Shin-Il Enterprise Co., Ltd., FFO-SAI-3-543. PA# 489-901-356-3202. Limited worldwide (901). SBC-255.

■ Virgin aluminum ingots, 99.5% min., cif Inchon or Pusan, 100% U.S. flag vessel. FFO-SAI-3-565. Sam Sung Light Metal Ind. Co., #266, Dae Bong-Dong, Taegu. Bid deadline July 30.

■ Virgin aluminum ingots, 99.5% min. al, approx. 17 mt. c&f and/or Pusan or Inchon, U.S. flag vessel. FFO-SAI-3-540. Bid deadline July 29. Paik Hap Alumite Co., #596, Jong-Nong-Dong, Dong-Dae-Moon-Ku, Seoul.

■ Virgin Aluminum ingots, 99.5% min. al, about 16 mt. cif or c&f Pusan, 100% U.S. flag vessel. Bid deadline July 29. Mukunghwa Aluminum Industrial Co., #107, Shinkwang-Dong, Youngdungoo-Ku, Seoul. Ref. No. FFO-SAI-3-541.

■ Aluminum ingots, 99.5% min., approx. 20 mt. c&f or cif Pusan or Inchon, all U.S. flag vessel. FFO-SAI-3-542. Cable: HWACHUNTRADING, Seoul. Bid deadline July 29. Hwa Chun Trading Co., Ltd., #21, Sokong-Dong, Chung-Ku, Seoul, P.O. box 306 Central, Seoul.

All the above are for PA#489-901-356-3202. Limited worldwide (901). SBC-255.

■ Electrolytic copper wire bars, about 96 mt. astm b. 5/43, wgt. 200 lb. per wire bar. C&f or cif Inchon and/or Pusan. U.S. flag vessel. Ref. No. FFO-SAI-3-511. Bid deadline July 29. Tai Han Electric Wire Co., Ltd., #133, 2-Ka, Namdaimoon-Ro, Choong-Ku, Seoul.

■ Copper ore concentrated, about 175 s/td, certain analysis. C&f or cif Pusan, U.S. flag vessel. Bid deadline July 29. Ref. No. FFO-SAI-3-512. Tai Han Electric Wire Co., Ltd., #133, 2-Ka, Namdaimoon-Ro, Choong-Ku, Seoul. PA#489-901-356-3202. Limited worldwide (901). SBC-255.

■ Virgin aluminum ingots, 99.5% min, approx. 16 mt. Ref. no. FFO-SAI-3-509. Sam Hwa Metal Ind. Co., #46, Songlim-dong, Inchon. July 29.

■ Aluminum ingot, 90% up, 20 mt. FFO-SAI-3-598. Tongyang Al. Sheets Co., 52-5, 3-ka Wonhyo-ro, Yongsan-ku, Seoul. Cable: STARS, Seoul.

■ Virgin aluminum ingots, 99.5% min., approx. 16 mt. FFO-SAI-3-608. Han Yung Aluminum Inc. Co., Ltd., #267, Juan-Dong, Inchon.

■ Virgin aluminum ingots, 99.5% min., about 16 mt. FFO-SAI-3-597. Pusan Steel Co., Ltd., 126, Nakim-Dong, Donglai-Ku, Pusan.

All the above are for PA No. 489-901-356-3202. Bid deadlines July 31 (except first item). Subject to GSA Defense Materials Services procedure. Cif or c&f Pusan, U.S. liner vessel. SBC-258.

■ Virgin aluminum ingots, 99.5% up; remelted aluminum ingots, 85-90%; aluminum extrusion ingots, about 18 mt. Ref. No. FFO-SAI-3-564. Sangshin Aluminum Ind., Ltd., 99 Ta-Dong, Chung-Ku, Seoul. Cable: SANGSHINCO, Seoul.

■ Aluminum ingots, 90-99.5%, approx. 15 mt. FFO-SAI-3-572. Tons Shin Electrical & Mechanical Products Co., Ltd., No. 601, Shihung-dong, Yongdongpo-Ku. Cable: EUNSUNG, Seoul.

■ Virgin aluminum ingots, 99.5% min., about 16 mt. FFO-SAI-3-503. Science Industrial Co., No. 39, 4-Ka, Choongmoo-Dong, Seo-Ku, Pusan. Cable: CATHEXCO, Pusan.

All the above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadline July 29. SBC-256.

■ Virgin aluminum ingots, 99.5% min., 16 mt., FFO-SAI-3-504. Nam Sung Light Metal Ind. Co., #100, Chimsan-dong, Taegu.

■ Virgin aluminum ingots, 99.5% approx. 14.116 mt. Il Seong Factory #112, Nanbumin-Dong, Seo-Ku, Pusan. FFO-SAI-3-502.

■ Virgin aluminum ingots, 99.5% min., 16 mt. FFO-SAI-3-505. Sunil Metal Ind. Co., Ltd., #342, Chimsan-dong, Taegu.

■ Virgin aluminum ingots, 99.5%, 16 mt. FFO-SAI-3-506. Nam Sun Alloyed Light Metal Mag. Co., #605 Namsan-dong, Taegu.

■ Virgin aluminum ingots, 99.5% min., 16 mt. FFO-SAI-3-507. Ehwa Aluminum Ind. Co., #53, Kumkok-dong, Inchon.

■ Aluminum ingots, 99.5% min., approx. 16 mt. FFO-SAI-3-508. International Metal Ind. Co., #46, Songlim-dong, Inchon.

All the above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines July 29. Under GSA Defense Materials Services procedure. SBC-256.

■ Virgin aluminum ingots, 99.5% min., approx. 17 mt. Ref. No. FFO-SAI-3-501. Chosun Enterprise Co., No. 24, 2-Ka, Sumoon-ro, Taegu. Cable: CHOCUNKIUP, Seoul.

■ Aluminum ingot, 99.5% min., about 18 mt. FFO-SAI-3-551. Kwang Jin Metal Ind. Co., 534-2, Miah-dong, Sungbook-ku, Seoul.

■ Virgin aluminum ingots, 99.5% min., approx. 20 mt. FFO-SAI-3-499. Samdo Trading Co., Ltd., No. 21, Sokong-Dong, Jung-Ku, Seoul.

■ Virgin aluminum ingots, 99.5% min., approx. 20 mt. FFO-SAI-3-500. Cheoung Hwa Industrial Co., #81, Sokong-dong, Jung-ku, Seoul.

All the above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines July 29. Subject to GSA Defense Materials Services procedure. SBC-256.

● Supply carrier cables (1.4 mm. 10 quads steel tape). Paper insulated star quadded carrier telephone cables for use in long haul multichannel toll trunk plant. Tender No. KFX-3060-S, bid deadline August 4, Office of Supply, Government of the Republic of Korea, Seoul. Specifications available from Myong Nam Ahn, Procurement Attache, Embassy of Korea, 2322 Massachusetts Ave. NW., Washington, DC.

● **PAKISTAN**—Supply and installation of small dia. six-tube coaxial cable, each tube capable transmission of base-band 60 kc/s to 4028 kc/s for transmission of 960 voice frequency channels; supply of unattended buried repeaters and terminal repeaters capable of amplifying base-band 60 kc/s to 1300 kc/s, also capable of handling 4 mc/s band. Tender No. 5-5/63/488; bid deadline August 5. Pakistan Telegraph and Telephone Dept., Office of Director General Telegraph and Telephone, Karachi; Specifications available Consulate General of Pakistan, 12 E. 65th St., New York 21, NY. at $2.10 per set. One copy of tender document available for reference only in Copper Division, Rm. 4806, Department of Commerce, Washington D.C., 20230. (Telephone: WOrth 7-2162).

● **SAUDI ARABIA**—Supply of 800 miles of insulated double wire cable. Bid deadline August 6. Specifications available Directorate General of Posts, Telegraphs and Telephones, Ministry of Communications, Riyadh, at $11.11 per copy. (Telephone WOrth 7-2162).

● **SUDAN**—Supply 3,000 yd. cable paper core quad trunk, 162 pr/20 + 7 pr/40 lb. screened. Contract No. 148, bid deadline August 3. Controller, Stores and Workshops, Department of Posts and Telegraphs, Light Industrial Area, Khartoum South.★ (Telephone: WOrth 7-2162).

336 Nonferrous Foundries

■ **CHINA**—Copperweld ground rod, standard,

⅝" x 8", 4,200 pcs.; ground rod clamps, 4,200 pcs. PA#484-000-253-3210. U.S. source. Bid deadline July 31. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Lu, Taipei. Invitation No. CP2-2067C-1. Specifications and conditions may be obtained from Mr. Joseph C. Wei, Acting Director, Division for the Central Trust of China, Chinese Government Procurement & Services Mission, Rm. 2123, 61 Broadway, New York, NY. SBC-257.

342 Cutlery, Hand Tools, General Hardware

BARBADOS—Cutlery for twenty beach cottages, restaurant development presently under construction. Grand Anse Riviera, Ltd., (operator of 20 beach chalets), P.O. box 186, St. George's, Grenada. WTD 5/24/63.

★★ DENMARK—Trade Mission

Kitchenware, hardware consumer products. Prefers branded goods. E. Wandell, Bernstorffsvej 184, Charlottenlund. I.R. 170.

Wheels, castors manufacturer wishes to import castors for hospitals, TV, furniture, nylon swivel castors. Soco Transporthjul A/S, Retortvej 28, Valby. I.R. 25.

Power tools, sanders, total hardware for resale by wholesaler desired; also for tool, equipment rental business. Erik Drescher, 6 C. Vesterbrogade, Copenhagen V. I.R. 132.

Bathroom, household scales desired by wholesaler. Fa. Poul Voetmann, Maglekildevej 1, Copenhagen V. I.R. 127.

Hand tools for metal, woodworking, i.e. hammers, chisels, files, drills, powered hand tools—saws, drills, hedge trimmers, nibblers. A/S John Messerschmidt, Amaliegade 8, Copenhagen K. I.R. 131.

Small hand tools, pipe benders, cutters (powered), threaders, wire strippers, electric drills, soldering irons, hand brakes (light sheet metal), cutters for drainage tile, copper, plastic tubing, flaring, bending tools for resale firms using these items. G. Rye-Petersen A/S, Søborghusalle 30, Søborg, Copenhagen. I.R. 4.

Wants all kinds of fasteners—nuts, bolts, machine screws, wood screws, self-tapping screws, rivets, eyelets, spring type fasteners, washers. M. Clausen Aktieselskab, Peder Skramsgade 1, Copenhagen K. WTD 4/10/62 I.R. 155.

Power tools—small hand; pipe tools, cutters, threaders; automotive tools from agencies desired by manufacturer-wholesaler. William Thomsen, Brolaeggerstraede 3, Copenhagen K. WTD 4/19/63 I.R. 201.

ECUADOR—Hardware of all description, including but not limited to tools, bolts, household, garden equipment, kitchen utensils; requests replies in Spanish. Requests replies from manufacturers only. Centro Comercial Joqarias, (importer), Pichincha 717-719, P.O. box 854, Guayaquil. WTD 5/31/63.

ENGLAND—Very fine precision hand tools essential to watchmaking, such as lathes, pliers, screwdrivers, tweezers, special tools for removing and replacing watch lenses. Henri Picard and Frere, Ltd., (manufacturer, importer, exporter), 34-35 Furnival St., London, EC. 4. WTD 6/19/63.

GERMANY—Stainless steel garden tools. de Vivanco & Co., (importer), Steindamm 105, Hamburg 1. WTD 8/31/62.

● **IRAN**—Wood bits, 5500 pcs. of hand-operated sleeper drill wood bits of various sizes, lengths. Bid deadline August 24. Purchasing Dept., Iranian State Railways, Tehran.★ (Telephone: WOrth 7-5589).

ITALY—Woodworking, marble working. Virgilio Mortillaro, (retailer, wholesaler, manufacturer), Piazza Fonderie 24/25, Palermo, Sicily. WTD 6/27/63.

343 Heating Apparatus, Plumbing Fixtures

★★ DENMARK—Trade Mission

Plumbing supplies from U.S. sources of supply sought by wholesaler. Winther & Heide, Gammel Køgevej 121, Copenhagen, Valby. WTD 9/23/58 I.R. 173.

Plumbing fixtures all types desired by wholesaler. Rahr's Tekniske Forretning, Søndergade 72, Aarhus. WTD 2/4/62 I.R. 148.★

Burners, controls from agency desired for Copenhagen, Denmark resale. Kampmann & Herskind A/S, Dagmarhus, H.C. Andersens Blvd. 12, Copenhagen V. I.R. 119.

Sanitary plumbing supplies, (toilet seats), central heating equipment, supplies sought by manufacturer/agent. Martin Jensen, Dalgas Avenue 7, Aarhus. I.R. 38.

Gas appliances, heating, cooling, instruments for heating gas; regulators for bottled gas; small flow meters desired by manufacturer of cracking plants for gas manufacturing. Nordisk Gasvaerks Kompagni, Nikolajgade 22, Copenhagen. I.R. 28.

ENGLAND—Small domestic central heating plant. Kelly Equipment Co., Ltd., (sales agent), 421 Nottingham Rd., Ilkestin, Derbyshire. WTD 6/26/63.

GERMANY—Incinerators for use in textile industry for incinerating cotton, cloth remnants, similar textile waste; burning temperature about 1000°centrigrade, with oxygen air blower, for high capacity operation; 2 to 3 cu. m. W. Schroeder Export, (exporter, importer), 26 Kondordiastrasse, Hagen.

NORWAY—Heating, ventilating units (230 v, 50 cycle), household, industrial, permanent and free-standing without installation. Vegar Elektriske Fabrikk AS, Tomter.

344 Fabricated Structural Metal Products

● **COLOMBIA**—Supply of sluice gates, grill work for the El Colegio hydro station, bid deadline August 14. Empresa de Energia Electrica de Bogota, Bogota. Specifications available from the foregoing address at a cost of $31.00 per set.

346 Metal Stampings

ENGLAND—Kitchen utensils. Direct purchase and agency. Cornes Marden and Co., Ltd., (exporter, importer, wholesaler), 18 Finsbury Circus, London, EC.2. WTD 6/11/63.

Good quality kitchenware products, with originality. Direct purchase and agency. S. Gutierman and Co., Ltd., (importer, exporter, wholesaler), 81 Piccadilly, London, W.1. WTD 11/16/61.

Housewares, mainly for kitchen use, including kitchen gadgets, stainless steel serving dishes. Direct purchase and agency. Bahco-Condrup, Ltd., (importer, wholesaler, agent), 23 Goswell Rd., London, EC. 1. WTD 4/16/63.

All household, domestic goods, particularly for use in the kitchen; kitchen gadgets; any similar product that can be distributed through the medium of department stores and other applicable retail outlets. Direct purchase and agency. I. Bier and Son, Ltd., (importer, retailer, agent), Roman House, Cripplegate Bldgs., London, EC.2. WTD 10/24/62.

349 Fabricated Metal Products

GERMANY—Telescopic slides for desk drawers, file cabinets. Schock & Co., GMBH., (manufacturer), Schorndorf Wuertt.

351 Engines, Turbines

■ **TURKEY**—Spare parts for Hercules engines, various quantities, 238 items, such as springs; gaskets; bushings; rings; nozzles; screws; pulley; crank; pump kit; gear; fan; switch; impeller; strainer; sleeve; adapter; cylinder block assembly, pulley fan drive. $40,000. PA#277-700-901-356-3227. Limited worldwide (901). Bid deadline July 29. Karayollari Genel Mudurlugu, (General Directorate of Highways), Malzeme Subesi Mudurlugu, Yenusehir-Ankara. SBC-257.

352 Farm Machinery

AUSTRALIA—Farm machinery; specifically interested in machinery not now distributed in Queensland. A.F.A. Farm Machinery, Pty., Ltd., (farm machinery sales), 177-187 Montegue Rd., South Brisbane, Queensland.

BELGIUM—Motor-driven lawn mowers. Etablissements Jean Troisfontaines & Fils, (importer, wholesaler), 1-2 Quai de la Batte, Liege. WTD 6/19/63.

★★ DENMARK—Trade Mission

Machinery and/or equipment related to agriculture desired by wholesaler in addition to animal feeds, agricultural chemicals. Panco Trading & Industries Co., Vesterbrogade 6-D, Copenhagen V. I.R. 195.

Agricultural machinery, equipment line suppliers sought by Danish importer with possibility of entering into joint venture negotiations. K. Steno Hansen, 13 Park Alle, Vejen, I.R. 64.

ENGLAND—Agricultural spray gear. Management Aviation, Ltd., (importer), Bourn, Cambridge. WTD 6/19/63.

Farm equipment, such as grass cutting, conditioning, baling and bale handling, forage harvesting, handling, corrugated grain roller mills, feed mixing, cubing, pelleting. Shermore, Ltd., (importer), Roundwell Works, Dereham Rd., Costessey, Norwich. WTD 6/14/63.

GERMANY—Small farm equipment, machines. Direct purchase and agency. Herman Ulber, (representative), Hamm (Westf.)

ITALY—Garden tools, equipment; barn equipment, all types; hatchery, poultry supply equipment. Direct purchase and agency. Fontana & Morlacchi, (agent), Via Achilloni 2/4, Milan. WTD 1/15/63.

353 Construction Machinery

● **AUSTRALIA**—Tenders invited for line marker-road striper machine. Specifications and bid forms available free. Airmail postage of $1.15 required per set. Bid deadline September 12. The Chairman, Western Australian Government Tender Board, 74 Murray St., Perth.

★★ DENMARK—Trade Mission

Machinery equipment, supplies for road building industry sought by manufacturer's representative. Aksel Benzin, Ericavej 165, Gentofte. I.R. 194.

Central lubricating systems for: 1) bulk & package handling conveyors; contractor conveyors; 2) for service station equipment desired. Erling Gad A/S, Englandsvej 270, Kastrup. WTD 9/4/62 I.R. 111.

Press loaders, unloaders—automatic—and

conveyer rollers with stainless steel bearings desired by manufacturer of similar line equipment. G.A.L. Thorsens Fabriker A/S, Randers. I.R. 202.

Machine tools including lathes, mills, grinders, all production types, sought by manufacturer of small arms, gasoline pumps, electronic equipment. Disa Elektronik, Herlev Hovedgade 17, Copenhagen, Herlev. WTD 5/31/63 I.R. 157.

GERMANY—All types of materials handling equipment Walter Mandt K.G., (importer, manufacturer), Sand 12, Hamburg-Harburg.

● **IRAQ**—Cranes; supply, delivery, erection of the following cranes for Daura Power Station (steam turbine): 100 mt. electric overhead traveling crane for the turbine house with a 20-ton auxiliary hoist, 10-ton pendant operated electric portal or alternatively a gantry crane with elecric hoist for the intake pumping house, a 10-ton pendant operated electric overhead traveling crane for the workshop and a 5-ton crane for the storehouse. Electric current is 220/380v, 3ph, 4-wire, 50 cyl. Contract No. 3/3/19, bid deadline August 31. Terms and specifications may be purchased for $28 (IDIO) plus $5 for air mail from aboard, between June 20 and August 1, from the Embassy of Iraq, 1801 P St., NW. Washington, DC., the Consulting Engineers, Messrs: Verbund-Plan Ges.m.b.H., Vienna 1, Am Hof. 6A, Austria or the Secretary of the Committee for Operating Tenders, Ministry of Industry, Baghdad, Iraq.★ (Telephone: WOrth 7-5589).

★★ SWEDEN—Trade Mission

Company wishes to sell passenger hoist for building construction. (Structures from 8-30 floors) Ingenjorsfirman Harwell AB, Baltzarsgatan 29, Malmo. I.R. 199.

Exporter wants distributor for "D and E" truck cranes and/or tor abattoir conveyor systems, (pneumatic types), for handling offal and by-products of slaughter houses. Also a pneumatic type system for transporting concrete; trade name "Durogun." Durox Export Co., AB, Ostra Hamngatan 16, Goteborg C. I.R. 129.

Exporter wants to sell long-hole ammonium nitrate mixer, blast-hole charger. The machine includes pneumatic mixing at blasting face; used for long blast holes. Durox Export Co. AB, Ostra Hamng. 16, Goteborg C. I.R. 130.

Manufacturer wants to sell mine shuttle trucks which have 125 hp. Volvo diesel engines. Mining Transportation Co. AB, Kiruna. I.R. 321.★

Company wants to export rubber linings used for mining equipment, ore grinders, hydraulic machinery. Skelleftea Gummifabriks AB, Ersmark. WTD 2/12/63. I.R. 278.★

354 Metalworking Machinery

★★ DENMARK—Trade Mission

Measuring equipment, optical inspection machines, special machine tools of advanced design, rebuilt used machine tools desired from U.S. firms by representative. J. Ulv Magnus A/S, Lundtoftegade 93, Copenhagen N. I.R. 23.

Household dishwashers, built-in type, small metal-working tools, such as cutters. Salgscentralen for Jern og Metal, Christians Brygge 18, Copenhagen K. I.R. 162.

GERMANY—Billet grinding machine for the grinding of billets, 80 mm. square x 10 meters long; should be laid out to grind all four sides at once; should be able to grind away all of the rolling scale in one operation. Huttenwerk Oberhausen Aktiengesellschaft, (manufacturer), 66 Essenerstrasse, 42 Oberhausen. WTD 7/11/62.

Tools, equipment, auxiliary components for the metalworking industry. Walter Mandt K.G., (importer, manufacturer), Sand 12, Hamburg-Harburg.

ITALY—Tools, all types metalworking. Virgilio Mortillaro, (retailer, wholesaler, manufacturer), Piazza Fonderie 24/25, Palermo, Sicily. WTD 6/27/63.

★★ SWEDEN—Trade Mission

Manufacturer of welding, cutting blow pipes, welding electrodes, pressure regulators, (for use with oxy-acetylene welding burners), seeks agents. Firm will adapt machinery to specifications requested. AB EL- & Gasevetsning, P.O. box 12018, Goteborg. WTD 12/5/62. I.R. 157.

Firm wants representative to sell expanding mandrels and collets to mill supply dealers. Eminentverktyg AB, Torshalla. I.R. 252.

Manufacturer of screw machines, stampings wants subcontract work for either complete assemblies or manufacturing piece part components. Lindo-Verken AB, Norrkoping 6. I.R. 266.

355 Special Industry Machinery

BARBADOS—Ice cream cone manufacturing equipment. C. L. Pitt & Co., Ltd., (manufacturers' representative), P.O. box 246, Bridgetown. WTD 6/7/63.

Machinery capable of filling and sealing margarine in polyethelene packages. K. R. Hunte & Co., Ltd., (importer, exporter, wholesaler, retailer, commission merchant), Russell House, Lower Broad St., Bridgetown. WTD 6/17/63.

BELGIUM—Woodworking machinery, tools. Direct purchase and agency. Wyckmans Nationale and Mecobloc, (agent), 21 rue Peter Benoit, Bruges.

Portable saws. Etablissements Jean Troisfontaines & Fils, (importer, wholesaler), 1-2, Quai de la Batte, Liege. WTD 6/19/63.

CHILE—Machinery for the manufacture of fluorescent lighting starters; requests replies in Spanish. Wurschap Ltda., Jaime Schapiro E., (wholesaler), 343 Campos de Deportes, Apartment 31, Santiago. WTD 6/17/63.

★★ DENMARK—Trade Mission

Processing machines for foodstuffs, ice cream, candy industry as well as foodstuffs (raw materials for ice cream and candy manufacture), packaging machinery. Skandinavisk Conditorivareforretning, Graabrødretorv 11, Copenhagen K. I.R. 21.

Machinery for making fruit juice concentrates, particularly freeze drying specifically for "passion fruit" (grown in Africa) (plant will be in Africa and extracts to be sold in Europe to bottlers) sought by manufacturer/wholesaler. Anton Petersen & Henius A/S, Kristen Bernikows Gade 6, Copenhagen K. I.R. 2.

Printing, graphic arts equipment, including automated controls for printing (advanced); electronic graphic arts reproduction systems; automated lumber, chipboard finishing equipment sought by importer directly from producers. A/S F.L. Bie, Valdemarsgade 14, Copenhagen V. I.R. 128.★

Plastics machinery, packaging machines desired by excellent firm wishing representation of firm supplying above. Scandibutor A/S, Overgaden oven Vandet 10, Copenhagen K. WTD 2/12/62 I.R. 168.

Machinery for tile industries, contractors' equipment importer desires machinery, equipment, other products suitable for the tile, ceramic industries; for specialty industrial ceramics and refractories; construction equipment. Viggo Bendz A/S, Roskildevej 519, Glostrup. WTD 9/21/62 I.R. 183.

Fruit presses, food processing machinery (canned), other types of fruit and vegetable processing machinery, accessories desired by commission agent for sale in Danish market. Sven Dyppel, Nakskovvej 140, Copenhagen, Valbv. I.R. 122.★

Importer desires marking & ticketing equipment; retail, super-market packaging equipment; source of vinyl shrink film, tubing for packaging. Simpack A/S, Lemchesvej 16, Hellerup. I.R. 175.

Knitting machines (circular type which give stretch to material used in underwear manufacturing); would also desire to import soft consumer goods, denim jeans, hosiery, ladies wear, yard goods. Møller & Co., Sønderborg, Kattesundet 4, Copenhagen, K. I.R. 8.

Packaging machinery manufacturers, particularly filling-type machines, machines using film sought by agents wishing to represent them. Also wishes to be agent for cellophane packaging materials, other films. A/S Fr. Lumbye, Rendebanen 5, Kolding. I.R. 91.

Packaging machinery which can saran-wrap bread, with tolerance of ½" plus or minus, desired by manufacturer of food mixing machinery. A/S Effort Maskinfabrik, Gladsaxevej 342-354, Søborg (Copenhagen). I.R. 126.

Packaging materials, equipment with 80-150 boxes per min., with heat seal for top, bottom and box filled from the top desired by manufacturer of folding boxes, printing materials for immediate purchase. Schur and Skaanild, A/S, Bredgade 41, Copenhagen. WTD 7/13/62 I.R. 87.

Graphic, business machines, packaging machinery both corrugated case, film desired from U.S. manufacturers by Danish importer. Adolph Wulff A/S, Industrihuset, Gothersgade 12-14, Copenhagen K. WTD 1/31/62 I.R. 9.

Dairy industry machinery manufacturers who would like to be represented by Danish manufacturer-wholesaler, please contact. Also seeks assistance from advertising agencies for marketing, packaging guidance. J. Hansen, Pauls Plads 12, Aarhus C. Denmark. I.R. 67.

Packaging machinery sources sought by manufacturer. J. C. Hempels Handelshus & Fabriker, Peder Skramsgade 1, Copenhagen K. WTD 4/10/62 I.R. 130.★

Packing machines, plastic machines U.S.-made sought by Danish importer who also seeks distributor or agent for line of ovens for plastics, automatic hopper loader. Wilh. F. Hoffmann & Co., Lundtoftevej 1, Kgs. Lyngby. WTD 9/21/62 I.R. 138.★

Textile machinery firms in U.S. desired for representation by old established Danish firm. Fa. Poul Christoffersen, Trunnevangen 1, Copenhagen, Charlottenlund. WTD 4/4/61 I.R. 143.

Machinery for cookie-making, packaging, U.S.-made desired by bakery manufacturer. Eivind Gunst, Frederiksbergalle 42B, Copenhagen F. I.R. 96.

Industrial machinery suitable for military supplies, industrial, chemical processing equipment lines from U.S. suppliers desired by manufacturer of wide contacts. Aage Christensen A/S, Studiestraede 63, Copenhagen. WTD 8/19/60 I.R. 152.

GERMANY—Accessories, attachments for machines used by tire manufacturers, shoe manufacturers, other rubber consuming indus-

tries. Walter Mandt, K.G., (importer, manufacturer), Sand 12, Hamburg-Harburg.

GREECE—Processing, packaging plants for citrus fruits, peaches, raisins, figs, juices, milk, tobacco, olive oil, olives, and other agricultural products; packaging, packing equipment, materials; requests replies from manufacturer only. Direct purchase and agency. Pegasus, Ltd., (importing distributor, sales agent), 106 Aristotelous St., Athens. WTD 6/27/63.

ITALY—Equipment for freeze-drying processing of food. Giovanni Ancellotti, (agent of Italian manufacturers), Via Sallustiana 23, Rome.

Kitchen equipment for hotels, restaurants, institutions: mixers; slicing machines; scales; potato peelers; dish washing machines; fractional geared motors for driving meat grinders, vegetable slicers. Direct purchase and agency. Mr. Enrico Dini, Itala Import, (importer, distributor), Piazza Pio XI, 7, Rome.

Packaging machines, equipment; package closing, marking equipment. Vito Favata, (agent), Via Cernaia 4, Milan. WTD 6/27/61.

● **KOREA**—Electric planes, saws, sanders; tender No. KFX-3059-S, p.r. No. 63-75, deadline August 4. Office of Supply, Government of the Republic of Korea, Seoul, Korea. Copy of specs available from Mr. Myong Nam Ahn, Procurement Attache, Embassy of Korea, Washington, D.C.★ (Telephone: WOrth 7-5589).

● **PAKISTAN**—Low temperature carbonization briquetting, coke curing plant; all machinery, electrical equipment for producing 125.5 tons per day of smokeless egg shaped coke briquettes; plant to be located at the Sor Range Coal Mines. Tender No. IS VI (LTC); bid deadline August 31. The Senior Executive (Mining), West Pakistan Industrial Development Corp., PIDC House, Kutchery Rd., Karachi, 4.★ (Telephone: WOrth 7-5589).

★★ SWEDEN—Trade Mission

Extensive line of chippers circular headsaws, resaws, edgers, similar machinery. AB Maskinfabriken i Ornskoldsvik, Ornskoldsvik. I.R. 299.

Manufacturer of saw mill machinery wants to sell same. Fabriks AB Forslund & Co., Skelleftea. I.R. 283.

■ **VIETNAM**—Automatic fish hooks making machine from steel wire of bwg range from No. 21 to No. 14, complete with motor, wiring, switch, wire feeding devices, two sets. Dies and tooling for 16 different sizes of fish hooks, two sets. Offers to include spare parts, accessories for two years of normal operating conditions. Items to be individually, as well as overall priced. Machines to be motor driven, for 220 v, 50 cycle, three phase operation. Insulated for service in tropical and humid climate. C&f Saigon. Limited worldwide (901). Bid deadline August 5. Xuong Hung A, 49-51 Nguyen Van Thach, Cholon. Copy of offer to be sent to General of Commerce, 59 Gia Long, Saigon, and one to the Industrial Division, USOM, 32 Ngo Thoi Nhiem, Saigon. Single copies of specifications available from Office of Small Business, AID, Rm. 2119, Barton Hall, Ohio Dr. and Independence Ave., SW., Washington, DC. SBC-240.

356 General Industrial Machinery

■ **CONGO**—Various numbers, huge quantities, ball and roller bearings. PA#660-000-355-3206. U.S. source. Reference No. 1292/01/AID/1. Bid deadline July 31. Societe S.K.F. Equatoriale, BP. 2797, Leopoldville.★ SBC-259.

★★ DENMARK—Trade Mission

Small industrial couplings, small worm gears, power transmission equipment, more complete conveyor lines—all low cost—desired by extensive import firm; also seeks contact with manufacturer of broad line of sensing and control equipment for process, manufacturing, machine applications. Chr. Hjelm Bang, Islevdalvej 65, Brønshoj. WTD 11/28/61 I.R. 11.

Industrial degreasing, cleaning equipment manufacturer seeks these lines from the U.S. used in plants, shops. Knud E. Dan, Strandholms Allé 7, Hvidovre. I.R. 10.

Seeks agencies for pressure vessels, pressure piping, fittings, valves, used machinery, heavy industrial, rolling mills; forges, foundries; anchors, ship propellers, heavy, any shipbuilding, automatic controls for ships engines. M.J. Grønbech og Sønner, A/S, Christianiagade 8, Copenhagen. I.R. 29.

L.P.G. gauges, valves, regulators desired from U.S. distributor; willing to act as agent for household appliances. Teknova A/S, Nivaa. I.R. 192 (also see I.R. 191).

GERMANY—Circulating pumps, filters for private swimming pools, 220 volts single phase a.c. 50 cycles. de Vivanco & Co., (importer), Steindamm 105, Hamburg 1. WTD 8/31/62.

Equipment, aggregates for chemical, lacquer, petroleum industry, e.g. special pumps, power agitators. Rosen & Haendel GmbH, (manufacturer and distributor), Industriestr. 43, Siegburg.

■ **GREECE**—32″ pressure type pump through single revolving disc pulp refiner, having all parts in contact with the stock #304 stainless steel, except sleeves of #420 stainless steel, hardened, and stuffing boxes of high nickel cast iron, forged steel shaft and mild steel weldment base. Complete with hydraulic disc adjustment, hydraulic system, circulating oil system, accessories. PA#240-700-898-221-2202. Limited worldwide (898). Bid deadline July 30. The Athens Papermill Co., Ltd., 10 Theseus St., Athens. Cif Piraeus.★

■ **INDIA**—Mine sinking pumps, turbine underwater, sets of spares, three each. U.S. source. Ism reference No. D/Enq/712; project/3093/P/I. Bid deadline July 31. India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, DC., where tender papers may be obtained for $1.50 each.

ITALY—Submersible type pumps for ships, (continuous current types capacity 60 mt. per hr.). EMU—Unterwasserpumper Italiana, (agent), Via Goldoni 1, Milan. WTD 5/9/63.

★★ SWEDEN—Trade Mission

Exporter of tractors, earth, timber moving equipment wants distributor for industrial equipment. AB Bolinder-Munktell, Eskilstuna. WTD 1/15/54. I.R. 262.

357 Office, Computing, Accounting Machines

★★ DENMARK—Trade Mission

Agencies desired to supply punch card equipment; paper handling machines; mailing machines; envelope openers; machines to fold, insert; collaters; punch card accessories; small computers. J.W. Cappelen A/S, Strandvejen 116A, Copenhagen Hellerup. I.R. 129.

GERMANY—Parts for data processing machines. Hans E. Redsam, (representative), Albstr. 26, Heindenheim/Brenz.

★★ SWEDEN—Trade Mission

Manufacturer of office equipment wishes to locate distributor for rotary card file which sells at $500. AB Morner & Wallin, Sveavagen 17, Stockholm. WTD 12/4/59. I.R. 124.

Office eraser for ink, pencil marks. Svenska Radar AB, Vikingagatan 67, Malmo V. I.R. 220.

358 Service Industry Machines

BELGIUM—Small-sized super sonic cleaning machinery; exclusive distributorship. Precisia, (importer, wholesaler), 61 Rue Antoine Dansaerd, Brussels.

★★ DENMARK—Trade Mission

Popcorn makers, soft drink dispensers, coffee makers sought by agency/manufacturer of beverages. Wilian & Madsen A/S, Axel Gruhnsvej, Holme pr. Højbjerg. I.R. 42. (see also I.R. 41).

Cigarette vending machines, coin-counting machines, stamp dispensers, other machines than can be sold to supermarkets desired by manufacturer/wholesaler. A/S Søren Wistoft & Co., Sct. Nicolajvej 4-6, Copenhagen V. WTD 5/6/60 I.R. 171.★

Central lubricating systems; bulk, package handling conveyors; contractor conveyors; service station equipment desired. Erling Gad A/S, Englandsvej 270, Kastrup. WTD 9/4/62 I.R. 111.

Refrigerating, freezing equipment manufacturer desires all types of heating (central & district); refrigerating, freezing, household refrigerators, home air conditioners, ranges. Ryø Aktieselskab—Ingeniør & Handelsfirma, Nytorv 14, Aalborg. I.R. 74.★

ENGLAND—Air-conditioning plant. Kelly Equipment Co., Ltd., (sales agent), 421 Nottingham Rd., Ilkeston, Derbyshire. WTD 6/26/63.

GERMANY—Air-conditioning, ventilating equipment, installations. Direct purchase and agency. ASK—August Schneider oHG, (manufacturer), 18 Am Goldenen Feld, 8650 Kulmbach. WTD 9/26/61.

Coin-operated drycleaning machines for clothing. Gebr. Fendel, (wholesaler), 70 Peterstrasse, Aachen. WTD 10/3/61.

ITALY—Coin-operated newspaper vending machines. Direct purchase and agency. Metal power, (importer), Via Kramer 13, Milan.

★★ SWEDEN—Trade Mission

Manufacturer of a small carpet sweeper for home use wants to sell through agent, importer or direct to retailer. Firma Filip Linden, Varnamo. I.R. 251.

360 Electrical Machinery

★★ DENMARK—Trade Mission

Wholesaler of radio, TV components, tape recorders, hi fi, particularly test equipment desired, U.S.-made. John Peschardt A/S, Gebauersgade 4, Aarhus. I.R. 47.

361 Electrical Transmission, Distribution Equipment

● **AUSTRALIA**—Supply and erection of seven 120 mva, 132/33/11 kv, three phase, oltc transformers. Contract No. 1394, bid deadline September 9, Electricity Commission of New South Wales, Kelvin House, 15 Castlereagh St., Sydney, N.S.W.★

● **COLOMBIA**—Supply of triphase cable, accessories for 15 kv power line. Bid deadline August 14. Empressa de Energia Electrica de Bogota, Bogota. Specifications available from

foregoing address at a cost of $31.00 per set.

ENGLAND—Recording equipment, i.e. chart records; temperature control instrumentation; air pollution detection equipment. Direct purchase and agency. Optical Components, (sales agent), 17 Regent Close, Fleet, Hants. WTD 6/14/63.

GERMANY—Automatic pressure regulators, special armatures, measuring instruments. Direct purchase and agency. Metallhandel Ges. Dienemann (wholesaler, exporter, importer), Boernerstr. 20, Hamburg-Eilbek.

■ **GREECE**—22 kv, 750 mva, 300 a, double busbar, drawout type switchboard, comprising 36 panels. Destination of panels, transformer units, feeder, bus section, bus coupler, capacitor units. Enquiry No. PAP/1096, schedule "a". Ref. No. 269. Bid deadline August 3.

■ Fuse cartridges, 16 items, large number of pieces. Enquiry No. PAP/1119. Schedule "a". Ref. No. 270. Bid deadline August 2.★

Both the above tenders are for PA#240-700-898-221-2202. Limited worldwide (898). Public Power Corp., Athens Piraeus Division, 4, Korai St., Athens. Copies of specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, DC. If selected offer is from the U.S., purchase will be financed by AID under the PA No. or with free dollars. SBC-259.

● **INDIA**—Supply of indoor-type, remote control switchboard complete with wiring, remote-local changeover switch, control push-buttons, indicating lamps, gate position indicator receivers, water level indicator with alarm, auxiliary relays, transformers if required for Durgapur Barrage Gates of the Damodar Valley Corp. Tender No. PE/1/Durgapur-Reu, bid deadline August 23. Worldwide. Damodar Valley Corp., Anderson House, Alipore, Calcutta 27. One copy of specifications available for review only in the Power and Electrical Equipment Division, BDSA, Rm. 4124, Department of Commerce, Washington DC. (Telephone: WOrth 7-4242).

● **NEW ZEALAND**—Supply and delivery of one 30 mva 110/33 kv transformer bank and spare unit for Oamaru substation, Contract No. 422, bid deadline August 27; one 100 mva, 220/66/11 kv transformer bank for Islington substation, Contract No. 423, bid deadline September 3. New Zealand Electricity Dept., Private Bag, Wellington. One copy of specifications available for review only in the Power and Electrical Equipment Division, BDSA, Rm. 4124, Department of Commerce, Washington, DC. (Telephone: WOrth 7-4242).

★★ SWEDEN—Trade Mission

Firm would like to market line of potted (epoxy) transformers, (high quality and small sized). AB Bofors, Bofors. WTD 3/20/62. I.R. 110.

362 Electrical Industrial Apparatus

BELGIUM—Electric generators. Etablissements Jean Troisfontaines & Fils, (importer, wholesaler), 1-2 Quai de la Batte, Liege. WTD 6/19/63.

★★ DENMARK—Trade Mission

Heat sinks for power transistors, semi-conductors—power diodes desired by importer. El-Co Radio, Morsøvej 57, Copenhagen F. WTD 6/11/63 I.R. 200.

Ultrasonic cleaning equipment for electroplating industry for wholesaler. B. Zachariasson, Skt. Jørgens Alle 8, Copenhagen V. I.R. 163.

363 Household Appliances

BARBADOS—Reconditioned sewing machines: serging machine, tucker machine, button hole machine, button sewer machine, straight stitching machine. D. Kessaram, (wholesaler, retailer, manufacturer), 12 Swan St., Bridgetown. WTD 6/24/63.

BELGIUM—Deep-freezers. Ardez N.V., (manufacturer, wholesaler), 294's Herenbaan, Reet, Antwerp. WTD 6/7/63.

★★ DENMARK—Trade Mission

Lawn, garden power unit—riding type—; portable dishwashers; garbage disposals desired by Danish importer. Egil Barfod & Co. A/S, Gothersgade 101, Copenhagen K. WTD 3/5/63 I.R. 161.

Kitchen appliances, range hoods, gas stoves, cookers, rotisseries, gas fireplace units from U.S. desired for exclusive representation by importer/distributor. Nordisk Auer Kompagni A/S, Fredericiagade 15, Copenhagen K. I.R. 149.★

Window air conditioners-220 v-50 cycle or 380 v-50 cycle, all sizes, desired by manufacturer of airconditioning equipment, supplies. Glent & Co., Vojensvej, Copenhagen, Valby. WTD 4/10/62 I.R. 26.

ENGLAND—Small electrical appliances for use in the home. Direct purchase and agency. I. Bier and Son, Ltd., (importer, retailer, agent), Roman House, Cripplegate Bldgs., London, EC.2. WTD 10/24/62.

GERMANY—Charcoal using barbecue grills, related utensils. de Vivanco & Co., (importer), Steindamm 105, Hamburg 1. WTD 8/31/62.

All types of refrigerators, water coolers, heaters. Direct purchase and agency. Metallhandel Ges. Dienemann, wholesaler, exporter, importer), Boernerstr. 20, Hamburg-Eilbek.

NORWAY—Fans. Vegar Elektriske Fabrikk AS, Tomter.

364 Electric Lighting, Wiring Equipment

★★ DENMARK—Trade Mission

Industrial, civic, airport type lamp posts, lights, control equipment—specifically, street lighting, plastic signs for information (road signs); (not traffic signal signs) desired by manufacturer/wholesaler. Lyfa A/S, Blankavej 23, Valby. WTD 6/9/61 I.R. 85.

Highway construction, warning systems, markers, flasher lights from U.S. sources for Danish manufacturer. Skandinavisk Akryl Industri, Viby (Sjaelland). WTD 9/20/63 I.R. 115.

Incandescent iodine vapor lamps, other products in illumination field desired by manufacturer/wholesaler who in turn wishes to export home-lighting fixtures for indoor, outdoor use. Lampeniels, Esthersvej 19A, Hellerup. I.R. 13.

● **EL SALVADOR**—Supply of 40,000 incandescent lamps, 25-200 watts. Tender No. 129(63), bid deadline, August 8. Ministry of Supply, Avenida Espana No. 613, San Salvador. (Telephone: WO 7-5345).★

Electrical material, wire. Requests replies in Spanish. Direct purchase and agency. Flamingo Representaciones, (commission agent), P.O. box 1091, 13 Avenida Sur 808, Col. Ferrocarril, San Salvador, C.A.

365 Radio, Television Receiving Sets

FRANCE—Radio, television equipment, accessories, supplies, including antenna kits, multicouplers and duplexers; transistor radio products, portable television sets; phonographs and record players, changers; tape-recorders, records; requests replies in French. Direct purchase and agency. Etablissements Serpo, (retailer, sales agent), 7 Rue Chaudrier, La Rochelle, Charente-Maritime. WTD 6/13/63.

ITALY—Hi fi amplifiers, loudspeakers, tape recorders; two-way radio-telephone systems, (for auotomotive vehicles) uhf, vhf. Pro-Del, S.P.A., (manufacturer, importer), Via Monfalcone 12, Milan. WTD 2/20/62.

366 Communication Equipment

● **CHILE**—Supply of 13 automatic telex switchboards, 849 page and ribbon teletype printers, 15 automatic transmitters. Tender No. 91, bid deadline September 27. State Purchasing Dept., Amunategui No. 66 (Casilla 24-D), Santiago.★ (Telephone: WO 7-4823).

● **NEW ZEALAND**—Supply of transistorized open-wire carrier telephone equipment. Tender G.P.O. 150/7762, bid deadline August 9. Director General, Stores Division, General Post Office, Wellington.★ (Telephone: WO 7-4823).

● **PAKISTAN**—Supply of eight tone keyers and eight telegraph recording units for frequency shift keying double diversity receivers. Purchase No. 21-1/63/486, bid deadline August 6. Mr. F. Rizwi, Purchase Coordinating Officer, Office of the Director General of Telegraph and Telephone, Block No. 48A, Shahrah Iraq, Karachi.★ (Telephone: (WOrth 7-4823).

367 Electronic Components, Accessories

ITALY—Regular, special type thermionic tubes, semi-conductors, other electronic components; requests replies from manufacturers only. S.F.E.R.A., Societá Forniture Elettriche Radio Affini, Srl., (importer, exporter), Via Asmara 72, Rome. WTD 6/20/63.

Components for electronic circuits and for professional radio apparatus. A.R.E.—Applicazioni Radio Elettroniche, (manufacturer), Viale Giuseppe Borri 3, Castellanza (Varese).

★★NORWAY—Trade Mission

Interested in indicating lights, recorders for use on control panels for all kinds. Amund Clausen, Porsgrun, Porsgrun. I.R. 29.

Wants all new, sophisticated types of industrial electronic components, equipment. Also complete control units. Henaco A/S, 16 Cort Adelers gate, Oslo. WTD 11/3/61 I.R. 94.

369 Electrical Machinery

★★ DENMARK—Trade Mission

Electronics, communications equipment, marine (technical), automotive equipment for armed forces; also electronic components, tubes—high power transistors from U.S. manufacturers for representation in Denmark. E.V. Johanssen Akts., Sankt Annae Plads 10, Copenhagen K. WTD 4/4/63 I.R. 86.★

Telephone equipment, parts, cords, relays, central station equipment, desired by manufacturer. Expoga, Ole Rømersgade 42, Aarhus. I.R. 73.

Electronics components importer seeks additional lines such as: components, test equipment logic elements, hardware, recorders, power supplies. Simonsen & Nielsen A/S, Frederiksholms Kanal 4, Copenhagen K. WTD 12/8/55 I.R. 20.

★★NORWAY—Trade Mission

Interested in military electronics, plane

radios, radar, weapons control sonar, electronic scientific instruments. J.M. Feiring A/S, Lilletorget 1, Oslo. WTD 3/8/63 I.R. 115.

Interested in beauty, barber equipment, supplies. Mayol-Peer Ruud A/S, Tomtegt. 15, Oslo. WTD 2/12/60 I.R. 143.

371 Motor Vehicles, Motor Vehicle Equipment

AUSTRALIA—Automotive repair, service equipment. Direct purchase and agency for Queensland or Brisbane. Garrett & Sons, Pty., Ltd., (automotive repair), Hope St., South Brisbane, Queensland.

BELGIUM—Novelties in auto parts. Ardex N.V., (manufacturer, wholesaler), 294's Herenbaan, Reet near Antwerp. WTD 6/7/63.

CHILE—Automobile parts; requests replies from manufacturers only in Spanish or French. Leon Avayu Mordo, (importer), 312 Ahumada, Office 509, Casilla 14045, Santiago. WTD 6/17/63.

Automobile parts; requests replies in Spanish. Facundo E. Galvez P., (importer), 1865 Alameda B. O'Higgins, Santiago. WTD 6/17/63.

Automobile, truck parts, accessories. Direct purchase and agency. Correa, Bahamondes & Cia., Ltda., (importer), 26-D Chacabuco, Casilla 13922, Santiago. WTD 6/17/63.

★★ DENMARK—Trade Mission

Low-cost parts, components for automobiles, trucks, aircraft, construction equipment—(all types and varieties) wanted by manufacturer/agent. Paul Klinge Auto-Teknik, Rosenvangets Allé 33, Copenhagen Ø. WTD 11/6/62 I.R. 7.

Wheel balancers, straighteners, electric, hydraulic testing equipment, dynamometics, engine analysis, wheel alignment equipment sought by distributors/agents of machinery for rebuilding automotive equipment. M. Seest Machine Works, Ltd., Kaløgade 5, Aarhus. I.R. 48.

Auto body repair filling compounds—fast drying, non-shrinking, flow meter for oil dispensers desired by old established importer. E. Busch-Moller A/S, Norrevold 106, Copenhagen K. WTD 8/28/63 I.R. 3.

● **GREECE**—Bus chassis, 50. Bid deadline August 2. Passenger Transports of Athens Area S. A., (ASPA), 20 Amerikis St., Athens.★ (Telephone: WO 7-3294).

★★ NORWAY—Trade Mission

Importer of automotive equipment, accessories seeks additional lines for large automotive supply, accessory business. H. Astrup & Co. A/S, Chr. Krogbsgate 32, Oslo. WTD 9/24/62 I.R. 96.

Interested in representation on wheel balancers, wheel aligners, engine analysis, air compressors, head lights checking, brake testers, compression testers, crank case oil refining stills, steam cleaners, body repair equipment, car washing systems, automatic one-minute, gasoline pumps for service stations, automatic nozzles. Haakon J. Smith, Kirkegaten 34, Oslo. WTD 9/26/62 I.R. 68.

372 Aircraft, Parts

ENGLAND—Aircraft, helicopters; spare parts, equipment. Management Aviation, Ltd., (importers), Bourn, Cambridge. WTD 6/19/63.

★★ NORWAY—Trade Mission

Manufacturers of helicopters, boats, shipping equipment interested in agency for helicopters with possible eventual license to assemble or make in Norway. Eivind Koch A/S, Kongensgate 6, Oslo. I.R. 42.

Interested in sources for aircraft spares. H. Bjorum, Tordenskjoldsgate 6b, Oslo. WTD 5/14/63 I.R. 116.

YUGOSLAVIA—Two helicopters, 3-5 seats, approx. 250 hp., to be used for transport and evacuation of emergency medical cases, transport of cargo; one passenger aircraft, 8-12 seats; one taxi aircraft, 4-5 seats, two engines, 250 hp., for emergency medical evacuation; one single engine aircraft, approx. 250 hp. for agricultural dusting, aero photogrammetry; one rough terrain vehicle for use in aircraft and helicopter service; requests immediate replies from manufacturers only with six copies of proforma invoice, complete technical literature. Jugoelektro (importer), Knez Mihailova 33, P.O. box 755, Belgrade.

373 Ship Building, Repairing

FRANCE—Pleasure boats of various types, sail or motor, up to 30 ft. in length; marine hardware, fittings, accessories. Direct purchase and agency. Edmond Dujardin, (publisher, wholesaler, exporter), 48 Boulevard de la Plage, Arcachon, Gironde. WTD 6/13/63.

ITALY—Outboard, inboard runabouts, utility boats, cruisers, yachts made of wood, fiberglass, aluminum. Delmar Co., (boat dealers), Via Cristoforo Colombo 400, Rome.

374 Railroad Equipment

■ **INDIA**—Materials for 1000 mg wagons, such as, 37 ft. long wagon under frames, 1000 nos.; body and walls, 2,000; body side walls, 2,000; roofs, complete units, 1,000; body side doors, 4,000; wheel centres wd type, 8,000; steel axles, 4,000. Tender No. P&D/WAG-1000/CTG. Loan No. 45. U.S. source. Bid deadline September 5. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y., Attn: Miss Caparelli.

380 Professional, Scientific, Controlling Instruments; Photographic, Optical Goods; Watches, Clocks

GREECE—Medical, scientific instruments, apparatus; surgical instruments, medical diagnostic instruments, ophthalmological instruments, dental x-ray apparatus, laboratory equipment; requests replies from manufacturers only. Kekis Agencies, (sales agent, importer, retailer), 5 Patission St., Athens. WTD 6/5/63.

ITALY—Medical, scientific instruments for scientific research, for chemistry, physics, nuclear physics. Direct purchase and agency. Dr. Moll & Co., (importer, wholesaler, agent), Viale di Villa Massimo 3, Rome.

381 Engineering, Scientific, Laboratory Equipment

■ **INDIA**—Polariscope with accessories; materials test machines; structural test fixture; turbo-fan standard project with indicator, 10 items. Limited worldwide (898). Bid deadline August 12. Educational Services Inc., Kanpur Indo-American Program, 164 Main St., Watertown 72, Mass., Attn: Mr. Robert E. Johnson, Purchasing Agent. Requisition No. 1030 ME, 44&45 ME. 43 ME(ME/HgC-1-ME/HGC-7). Inquiry No. 405. SBC-250.

● Various laboratory equipment including an autoclave, accessories, laboratory furnace, pyrometer, thermocouples, six. Tender enquiry No. SE-594/RET, bid deadline August 7. Specifications available from The Director, India Supply Mission, 2536 Massachusetts Ave., NW., Washington, DC.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

★★ DENMARK—Trade Mission

Testing machines for plastics; measuring machines, instruments for vibration viscosity noise frequency, desired by importer of testing, measuring equipment. Hempel's Ingeniør Forretning A/S, Amaliegade 8, Copenhagen K. WTD 4/10/62 I.R. 156.

Seeks agencies for production processing, control equipment for food processing machinery. E. K. Tornow, Mosehøjvej 40B, Charlottenlund. I.R. 124.★

ITALY—Instruments, parts for measuring and control of temperature, pressure, flow, speed, (thermocouple, meters, cells, transducers, amplifiers). Direct purchase and agency, F.A.S.-Automazione Strumenti, (manufacturer, agent), Via Koristka 8/10, Milan. WTD 5/31/63.

383 Optical Instruments, Lenses

ENGLAND—Chemical analysis equipment, i.e. spectrometers. Direct purchase and agency. Optical Components, (sales agent), 17 Regent Close, Fleet, Hants. WTD 6/14/63.

Optical components equipment and/or systems lasers and/or optical masers with specific application. Direct purchase and agency. Optical Components, (sales agent), 17 Regent Close, Fleet, Hants. WTD 6/14/63.

Polarimeters, refractometers: visual, photoelectric, for industry, research; spectrometers; spectrographs; interferometers. Direct purchase and agency. Bellingham & Stanley, Ltd., (manufacturer, sales agent), 71 Hornsey Rise, London, N.19. WTD 6/25/63.

FRANCE—Optical goods; requests replies in French. Direct purchase and agency. Etablissements Serpo, (retailer, sales agent), 7 Rue Chaudrier, La Rochelle, Charente-Maritime. WTD 6/13/63.

ITALY—Optical equipment, instruments, accessories. Direct purchase and agency. E.R.O.L.S., (agent, importer, wholesaler, manufacturer, exporter), Via Firenze 11, Rome.

384 Surgical, Medical, Dental Instruments

ENGLAND—Medical, scientific laboratory apparatus, equipment. Direct purchase and agency. Medical & Pharmaceutical Developments, Ltd., (exporter, importer, sales agent), 2 Erringham Rd., Shoreham-by-Sea, Sussex. WTD 6/13/63.

ITALY—Surgical instruments, apparatus for anaesthesia, electro-medical, diagnosis apparatus, equipment. Direct purchase and agency; requests replies in Italian or French. Giorgio Miotti, (importer, wholesaler, agent, manufacturer, exporter), Via Nomentana 305, Rome.

Hearing aids, instruments for testing hearing. Foninter, (importer, agent, retailer), Via Torino 6, Rome.

Adhesive tape, dispensers. Direct purchase and agency. Gilberto Pizzetti, (sales agent), 148 Via Aurelia, Zoagli (Genoa).

★★ NORWAY—Trade Mission

Fire extinguishers, primarily pressure powder type. Teknisk Gompani A/S, Radhusgaten 6, Oslo. WTD 2/12/63 I.R. 75.

385 Ophthalmic Goods

★★ DENMARK—Trade Mission

Optical equipment such as: lenses, eyeglass

frames, reading glasses, contact lenses, eye-measuring equipment, binoculars, microscopes, cameras—still, motion and special purpose. Simco, (Scandinavian Import Co.), P.O. box 400, Aarhus C. Denmark. NCIA I.R. 70.

386 Photographic Equipment

FRANCE—Photographic equipment, supplies, including cameras, viewers, projectors, motion picture equipment, transistors photoelectric scanners, photocells, controls, electronic control-apparatus; up-to-date equipment; requests replies in French. Direct purchase and agency. Etablissements Serpo, (retailer, sales agent), 7 Rue Chaudrier, La Rochelle, Charente-Maritime. WTD 6/13/63.

ITALY—Photo-copying, micro-filming apparatus; apparatus for reading microfilms. Angelo Randazzo S.p.A., (agent, retailer, importer, wholesaler), Piazza SS. Apostoli 80, Rome.

393 Musical Instruments, Parts

GERMANY—Electronic organs primarily in the lower price range, no reed organs; requests replies from manufacturers only. Direct purchase and agency. Voss-Musikinstrumente GMBH, (manufacturer, wholesaler), 9 Karl-Ruebel-Strasse, Postfach 213, 46 Dortmund. WTD 6/12/63.

394 Toys, Amusement, Sporting Goods

BELGIUM—Novelties in toy business. Ardex N.V., (manufacturer, wholesaler), 294's Herenbaan, Reet near Antwerp. WTD 6/7/63.

★★ DENMARK—Trade Mission

Sporting goods, fishing, camping equipment desired by exclusive agent. Britagent, Bredgade 25, Copenhagen K. WTD 6/16/61 I.R. 197.

Swimming pools, do-it-yourself variety sought by agent wholesaler. J. C. Hempel's Handelshus and Fabriker A/S, Amaliegade 8, Copenhagen K. WTD 4/10/62 I.R. 100.

Manufacturer/importer wishes: stainless steel for sink manufacturing; larger type bending machines; tools for plumbers, building contractors, such as stapling hammers, portable power tools (saws, drills, routers, etc.); room air conditioners; small portable cranes; stainless clad sheets; aluminum siding; aluminum nails; lighting fixtures; garbage disposal units (household). Refimex A/S, 3 Søndergade, Randers. WTD 5/2/62 I.R. 204.

EL SALVADOR—Toys. Direct purchase and agency; requests replies in Spanish. Flamingo Representaciones, (commission agent), P.O. box 1091, 13 Avenida Sur 808, Col. Ferrocarril, San Salvador, C.A.

ENGLAND—Amusement machines of all kinds. Direct purchase and agency. Philip Shefras Ltd., (manufacturer, exporter, importer, wholesaler), Hollybush Pl., Bethnal Green Rd., London, E.2. WTD 6/14/63.

GERMANY — Mechanical, non-mechanical metal, tin toys. Behringer & Co., (manufacturer, importer), 85 Nuernberg, Fuerther Strasse 21. WTD 7/25/62.

ITALY—Sporting arms, hunting, fishing equipment. Soc. Zucchi & Co., (importer, wholesaler, retailer), Via L. Bissolati 31, Rome.

Novelty deluxe toys. A. De Sanctis di Enrico De Sanctis, (retail dealer), Via Veneto 94, Rome.

Golf, tennis articles. Filippini Lera L. & C., (importer, agent), Piazza Farnese 48, Rome.

All types of toys. Galleria S. Carlo, (retailer), Via del Corso 114, Rome.

★★ NORWAY—Trade Mission

Sports fishing tackle. Markt & Co., Kirkegt. 6B, Oslo. I.R. 33.

395 Pens, Pencils, Office, Artists' Materials

GREECE—Graphic arts equipment, supplies. Direct purchase and agency. Pegasus, Ltd., (importing distributor and sales agent), 106 Aristotelous St., Athens. WTD 6/27/63.

399 Manufacturing Industries

DENMARK—All kinds of hobby articles, toys; requests replies from manufacturers only. Direct purchase and agency. Skandinavisk Hobby Industri v/Walther Berg, (importing wholesaler, agent), Soeren Nymarksvej, Hoejbjerg. WTD 6/18/63.

★★ DENMARK—Trade Mission

Office supplies (not equipment) desired by manufacturer/wholesaler who wishes to also sell stampers. P.H. Kjaer-Hansen, Longangsstraede 25, Copenhagen K. WTD 3/14/62 I.R. 189.★

Importer of building materials desires from U.S. cork, rubber, asphalt, vinyl for walls, counters; flooring materials in tiles and sheet; also acoustical materials. C. Ellermann, Vesterbro, Aalborg. I.R. 39.

Teaching machines wanted by school director. Individual Skolen, Henningsensalle 68, Copenhagen, Hellerup. NCIA I.R. 123.★

Seeks direct contact with U.S. makers of high quality prestige items in the glass, pottery, cutlery, gifts, hotel, restaurant supplies lines. Bøgelund-Jensen, A/S, Raadhuspladsen 2, Copenhagen K. WTD 3/4/59 I.R. 97.

Kitchen utensils, ceramicware, similar to Corning, "Pyroceram" & "Futura" desired by importer/wholesaler of hardware domestic appliances from U.S. sources. Krull & Jepsen A/S, Østergade 31, Assens. I.R. 113.

Office supplies: (pencils, pens, staplers, desk pads, erasers); drawing, blueprint paper, drafting tables, templates, machines, stools, equipment, tablets, electric stapler, electric pencil sharpeners for drawing pencils & electric perforators (battery-powered also); (no typewriters or adding machines). A.S. Emil Jensen, Farvergade 15, Copenhagen K. WTD 5/21/63 I.R. 78.

Hardware, housewares, consumer goods, home workshop equipment; residential gardening, sports, hobbies desired from wholesaler or as commission agent. A/S Fahaco, Lagonis Minde 20, Faaborg, I.R. 133.

Household utensils, dinnerware, kitchenware desired on commission basis by agent. B. Blum-Hansen, Nørre Voldgade 27, Copenhagen K. WTD 5/29/63 I.R. 12.

Seeks agency for clocks, scales, pots, pans, cutlery, yarn, textiles. Henrik Holberg, Nordre Frihavnsgade 26, Copenhagen Ø. I.R. 103.

GREECE—Gift articles. G. P. Triantafillidis, (importer), 34 Megalou Alexandrou St., Thessaloniki.

ITALY—Articles, accessories for camping, motorboats, house trailers. Week-End, (sporting, camping goods, marine sporting equipment), Via Del Corso 184, Rome.

★★ NORWAY—Trade Mission

Purchasing organization for cooperatives interested in all types of consumer goods including foods. Norges Kooperative Landsforening, Revierstredet 2, Oslo. I.R. 146.

Interested in sales of reading accelerators, teaching machines—class room; demonstration kits, other teaching aids. Fabritius Handelshus, Tordenskioldsgate 6b, Oslo. WTD 5/16/63 I.R. 127.

Department store interested in sources for the entire store; food and hardware line, private label products from such suppliers as well as brand name. C. Frogner A/S Storgaten 5, Oslo. WTD 2/14/61 I.R. 77.

Interested in all types of ceiling materials. Ikas A/S, Kongensgate 2, Oslo. WTD 1/21/63 I.R. 119.

Interested in good melamine, urea, diallyl phthalate compounds. Also epoxy potting compounds, components for radio transistors. Also wants lines of equipment to process insulating plastics for the electrical industry, winding machines for electric motors and generators. Elis A/S, Skippergaten 32, Oslo. I.R. 40.

Underlays for better sound, insulation, moisture. Presently using plywood, wallboard, felt, cork. Exclusive distributorship is desired from a U.S. manufacturer producing a product line that could meet the above requirements. Einar Blaauw, C. Sundtsgate 1, Bergen. I.R. 9.

Automotive, industrial specialty lubricants, chemicals (degreasing, cleaning), friction, anti-friction materials. Aubert Olsen, Skippergaten 21, Oslo. I.R. 102.

Interested in lines of equipment of the type which is used by refractories, marine industries. Kay Lindegaard & Co., Hausmannsgt. 39, Oslo. I.R. 87.

Interested in ice melting chemicals, gas detecting devices, collating machine, units to improve septic tank action and lessen cleaning problems, units to detect presence of fires, send warning signal for industrial, hotel, home applications. Teknisk Compani, Raadhusgaten 6, Oslo. I.R. 145.

509 Wholesalers

BARBADOS—Building materials for apartments. The Spark Agency, (snack bar operators), Windsor Villa, Bay St. WTD 6/20/63.

ENGLAND—Specialty products used in building, construction industry: mastics, putties, sealants, adhesives, expansion joints, wall, floor fixing or screwing devices, p.v.c. extrusions, fabrications, gardening, do-it-yourself products. Direct purchase and agency. Expandite, Ltd., (manufacturer, exporter), Chase Rd., London, NW.10. WTD 6/26/63.

ITALY—Rags, textile waste for machine cleaning. Virgilio Mortillaro, (retailer, wholesaler, manufacturer), Piazza Fonderie 24/25, Palermo, Sicily. WTD 6/27/63.

Naval supplies including anti-corrosive paints, refractory materials. Direct purchase and agency. Virgilio Mortillaro, (retailer, wholesaler, manufacturer), Piazza Fonderie 24/25, Palermo, Sicily. WTD 6/27/63.

731 Advertising

★★ DENMARK—Trade Mission

Advertising agency contacts desired and assistance in label design, finding out potential sales by manufacturer of caviar, mussels. Limfjordøsters Kompagniet, Nykøbing Mors. I.R. 58.★

Biscuits, wafers manufacturer wishes to expand sales in U.S. through test marketing his products in cooperation with U.S. marketing firm and/or advertising agency. Jen sen & Møller A/S, Ved Amagerbanen 39, Copenhagen S. I.R. 116.

★★ NORWAY—Trade Mission

Manufacturer of canned foods needs services of U.S. advertising and marketing agencies for product design and test marketing to enter U.S. market. Stabburet, Fredrikstad, Fredrikstad. I.R. 138.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field Crop Farms

GERMANY—No. 2 yellow soybeans. Hammer & Andersen, (sales agent), Alsterterrasse 11, Hamburg 36. WTD 6/19/63.

200 Food

ENGLAND—Food products, patented food products for use by caterers; interested in all food lines except coffee, i.e. tea, instant tea, soups, dehydrated vegetables, fruit juices, fruit, lemon crystals, sugar. George B. Schueler, (importer, exporter), Plastic Research Laboratories, Old College Works, Tideswell, Nr. Buxton, Derbyshire. WTD 4/22/63.

GREECE—Wheat, other grains, sugar, seed oils. G.A. Calpacas, (distributor, sales agent), 4 St. Constantine St., Athens. WTD 6/11/63.

201 Meat Products

GREECE—Frozen meats. Is. M. Beja Fils, (sales agent), 10-12 Aristidou St., Athens. WTD 6/10/63.

204 Grain Mill Products

ARABIA—Unpolished rice. J. Jhaverchand, (commission merchant, broker), 11/27 Cloth Market, Crater, Aden. WTD 6/20/63.

GREECE—Grains, dry beans. Is. M. Beja Fils, (sales agent), 10-12 Aristidou St., Athens. WTD 6/10/63.

209 Food Preparations

GERMANY—Menhaden oil in bulk. Hammer & Andersen, (sales agent), Alsterterrasse 11, Hamburg 36. WTD 6/10/63.

GREECE—Soya beans; commission basis. Is. M. Beja Fils, (sales agent), 10-12 Aristidou St., Athens. WTD 6/10/63.

220 Textile Mill Products

AUSTRALIA—Furniture fabrics; nylon, cotton textiles. Ben Mayor Agencies, (manufacturer's agent), Box 4457, G.P.O. Sydney.

BARBADOS—Textiles, cotton piece goods; requests replies from manufacturers only. C. L. Pitt & Co., Ltd., (manufacturers' representative), P.O. box 246, Bridgetown. WTD 6/7/63.

ENGLAND—Textile trimmings for boot, shoe, leather goods, knitwear-outerwear, hosiery, lingerie trades, men's, women's clothing-outerwear, automobile industry trim shops, upholstery trade in general. Mr. Maurice Berne, (manufacturer, importer), 46 Gresham Gardens, London, NW. 11. WTD 6/7/63.

Foambacked materials suitable for outerwear; cheap cotton piece goods, plain, printed. Findlay Trading Co., (exporters, importers, wholesalers), 66 Paul St., London, EC.2. WTD 6/18/63.

230 Apparel

BARBADOS—Ready-to-wear clothing of tropical weight; requests replies from manufacturers only. C. L. Pitt & Co., Ltd., (manufacturer's representative), P.O. box 246, Bridgetown. WTD 6/7/63.

232 Men's, Youths', Boys' Furnishings, Work Clothing

JAPAN—Men's dress, sport shirts; best quality preferred. Nippon Case Kabushiki Kaisha, (manufacturer, wholesaler), 55 Higashi-obase-kitano-cho 1-chome, Higashinari Ku, Osaka.

238 Apparel, Accessories

GUATEMALA—Textiles, clothing division: high quality, light weight, textile-type raincoats, other waterproof outer garments. Adolfo Rios S., (manufacturer's representative), Apartado Postal #97, 6a. Avenida 15-36, Zona 1, Guatemala City. WTD 8/16/62.

JAPAN—All types of men's coats, especially interested in rain coats, weather coats; best quality preferred; requests replies from manufacturers only; sole-agency agreement. Nippon Case Kabushiki Kaisha, (manufacturer, wholesaler), 55 Higashi-obase-kitano-cho 1-chome, Higashinari Ku, Osaka.

241 Logging Camps, Logging Contractors

ITALY—Douglas fir, hemlock, sitka spruce, pitch pine, black walnut lumber, logs; requests replies in German, French, or Italian. Otto Elsass, (sales agent), Via Milano 4, Trieste. WTD 6/21/63.

262 Paper Mills, Products

ITALY—Kraft paper for containers; chemfiber paper, (for the manufacture of corrugated paper). Metalpower, (agent), Via Kramer 13, Milan.

270 Printing, Publishing Industries

AUSTRALIA—Establish new agency connections with U.S. publishing, printing firms. W. A. Buchanan & Co., (importer, wholesaler, retailer), Little Street, Valley, Brisbane, Queensland. WTD 6/12/63.

273 Books

BARBADOS—Paperback, hard back books; text books at the college level. The Cloister Book Store, (retailer and wholesaler of books), McGregor St., Bridgetown. WTD 6/24/63.

282 Synthetic Materials

GERMANY—Special plastic articles: plastic tubes, sections, moulds; requests replies from manufacturers only. L. Krumbacher, (sales agent), Sallstr. 43, Hannover.

GERMANY—Plastic bearings, plastic materials for manufacture of such bearings; plastic products for use in the apparatus, machine building industries; exclusive distributorship; commission fee basis. Friedrich Unduetsch, (sales agent), 14 H.H. Meier Allee, Bremen. WTD 6/10/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

GUATEMALA—Dyes, toners for professional beauty parlors; cosmetics, other toilet preparations for use in beauty parlors. Adolfo Rios S., (manufacturer's representative), Apartado Postal #97, 6a. Avenida 15-36, Zona 1, Guatemala City. WTD 8/16/62.

287 Agricultural Chemicals

ITALY—Mixed fertilizers, (nitrogenous, phosphatic, potassic). Renato C. Rossi, (agent), Via S. Vincenzo 18/c, Milan. WTD 4/1/63.

291 Petroleum Refining

BELGIUM—Heating oils; requests replies in French. Mazobel, (wholesaler, dealer), 10, place de Dinant, Brussels. WTD 6/18/63.

314 Footwear, Except Rubber

BARBADOS—Low-cost men's, women's, children's shoes; requests replies from manufacturers only. C. L. Pitt & Co., Ltd., (manufacturers' representative), P.O. box 246, Bridgetown. WTD 6/7/63.

322 Glass, Glassware, Pressed or Blown

BARBADOS—Glassware. C. L. Pitt & Co., Ltd., (manufacturer's representative), P.O. box 246, Bridgetown. WTD 6/7/63.

326 Pottery

ENGLAND—All bathroom accessories; melamine tableware; sole U.K. distributors. Cadulac Chemicals, Ltd., (chemical manufacturer), The Bridge, Radcliffe, Manchester, Lancashire. WTD 6/24/63.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

GERMANY—Insulating material for underground heating mains. Ing. H. J. Asendorf, (sales agent), Parkallee 10, Bremen.

331 Steel Mill Products

GERMANY—Fine sheet metal for making cans; exclusive distributorship for Germany; commission fee basis. Friedrich Unduetsch, (sales agent), 14 H. H. Meier Allee, Bremen. WTD 6/10/63.

342 Cutlery, Hand Tools, General Hardware

BARBADOS—Kitchenware. C. L. Pitt & Co., Ltd., (manufacturers' representative), P.O. box 246, Bridgetown. WTD 6/7/63.

BELGIUM—Small tools, household utensils; exclusive agency. Establissements Larsen, (importer, whoesaler, agent), 5, avenue Louis Lepoutre, Brussels 6. WTD 6/18/63.

CANADA—Lines of shelf items in the nature of hardware, housewares. Grant Bros. Sales, Ltd., (importer, manufacturers' agent), 18 Hook Avenue, Toronto 9, Ontario. WTD 6/20/63.

343 Heating Apparatus, Plumbing Fixtures

FRANCE—Heating, air-conditioning equipment; exclusive agency. Radio-Menag, (importing distributor), 220 Avenue de Toulon, Marseille, 10eme. WTD 6/20/63.

349 Fabricated Metal Products

ITALY—Control valves, (pneumatic servomotor type) rupture disks, controls for flow, level, temperature, pressure. Eisenbau, (agent), Bastioni Volta 11, Milan. WTD 5/6/62.

351 Engines, Turbines

ITALY—Marine motors from 10 hp., to 150 hp. Virgilio Martillaro, (retailer, wholesaler, manufacturer), Piazza Fonderie, 24/25, Palermo, Sicily. WTD 6/27/63.

352 Farm Machinery

ENGLAND—Garden tools; sole distributor for the U.K. Cadulac Chemicals, Ltd., (chemical manufacturer), The Bridge, Radcliffe, Manchester, Lancashire. WTD 6/24/63.

353 Construction Machinery

BELGIUM—Pneumatic, hydraulic controls: for use in steel, other metal working industries, chemical industry, coal mines; material handling equipment: for use in steel and metal working industry, chemical industry, large warehouses, storage rooms, docks. Exclusive agency; requests replies from manufacturers only. Electromecanique S.A., (manufacturer), 19 rue Lambert Crickx, Brussels. WTD 8/27/62.

Hydraulic controls; belt, chain, other conveyors; exclusive agency for Belgium. Mecanique Automatique Moderne, S.A., (manufacturer), 19, rue du Gaz, Kain-Tournai. WTD 6/18/63.

GERMANY—Electric, battery-powered industrial trucks; fork lift trucks, 2,200 to 11,000 lb. load capacities. Almocar, H. Hornung K.G., (manufacturer, importer, agent), 4 Herterichstrasse, Dachau. WTD 6/20/63.

GUATEMALA—Conveyors, conveying equipment. Adolfo Rios S., (manufacturer's representative), Apartado Postal #97, 6a. Avenida 15-36, Zona 1, Guatemala City. WTD 8/16/62.

ITALY—Machinery, equipment for rock salt, sulphur mining; pneumatic hammers, compression excavators; building, road construction machinery, equipment, including excavators, cranes, dumpers, trenchers, paving equipment, mixers, earth-boring tools. Virgilio Mortillaro, (retailer, wholesaler, manufacturer), Piazza Fonderie 24/25, Palermo, Sicily. WTD 6/27/63.

354 Metalworking Machinery

BELGIUM—Special machinery for the steel and metal industry, oil, coal industry; machines, equipment for finishing work performed by resistance welding machines; machines for preparation of work. Exclusive agency; requests replies from manufacturers only. Electromecanique S.A., (manufacturer), 19 rue Lambert Crickx, Brussels. WTD 8/27/62.

355 Special Industry Machinery

AUSTRALIA—All types of textile machinery, equipment. J. B. Gregorson & Co., (manufacturer's agent), 26-44 Kippax St., Surry Hills, N.S.W.

Wood working machinery; canvas making machinery, parts. Ben Mayor Agencies, (manufacturer's agent), Box 4457, G.P.O., Sydney.

BELGIUM—Exclusive agencies from U.S. manufacturers of: special machinery used in the following industries; paper mills, food industries, printers. Electromecanique S.A., (manufacturer), 19 rue Lambert Crickx, Brussels. WTD 8/27/62.

GERMANY—Machinery for the food industry; packaging machines; requests replies from manufacturers only. Hermann Waldner K.G., (manufacturer, importer, exporter, sales agent), Wangen im Allgaeu, Im Weissen Bild 21. WTD 6/12/63.

GUATEMALA—Filling-capping machines, except dairy; bottle; fruit, vegetable canning; beverage, canning; labeling machines: small-type equipment. Adolfo Rios S., (manufacturer's representative), Apartado Postal #97, 6a. Avenida 15-36, Zona 1, Guatemala City. WTD 8/16/62.

ITALY—Woodworking machinery, equipment; marble cutting, extracting machinery. Virgilio Mortillaro, (retailer, wholesaler, manufacturer), Piazza Fonderie 24/25, Palermo, Sicily. WTD 6/27/63.

Machinery, equipment for the manufacture of canned food, tomato, vegetable, fruit. Agenzia Industriale, Rag. Pietro Sartori, (agent), Via Mazzini 63, Piacenza.

356 General Industrial Machinery

AUSTRALIA—All types of automatic, semi-automatic packaging machines. J. B. Gregorson & Co., (manufacturer's agent), 26-44 Kippax St., Surry Hills, N.S.W.

GERMANY—Ball bearings for high rpm motors; exclusive distributorship; commission fee basis. Friedrich Unduetsch, (sales agent), 14 H.H. Meier Allee, Bremen. WTD 6/10/63.

GUATEMALA—Industrial fans, blowers. Adolfo Rios S., (manufacturer's representative), Apartado Postal #97, 6a. Avenida 15-36, Zona 1, Guatemala City. WTD 8/16/62.

ITALY—Industrial pumps from 3 hp. to 100 hp. Virgilio Mortillaro, (retailer, wholesaler, manufacturer), Piazza Fonderie, 24/25, Palermo, Sicily. WTD 6/27/63.

357 Office, Computing, Accounting Machines

ENGLAND—Bathroom personal scales; sole distributor for U.K. Cadulac Chemicals, Ltd., (chemical manufacturer), The Bridge, Radcliffe, Manchester, Lancashire. WTD 6/24/63.

358 Service Industry Machines

ENGLAND—Catering equipment, gadgets; e.g., coffee machines, hot plates. George B. Schueler, (importer, exporter). Plastic Research Laboratories, Old College Works, Tideswell, Nr. Buxton, Derbyshire. WTD 4/22/63.

GUATEMALA—Refrigeration, air conditioning equipment, n.e.c. for industrial uses; commercial laundry, dry cleaning, pressing machinery, equipment, accessories. Adolfo Rios S., (manufacturer's representative), Apartado Postal #97, 6a. Avenida 15-36, Zona 1, Guatemala City. WTD 8/16/62.

Commercial laundry, dry cleaning, pressing machinery, equipment, accessories. Jan H. Pira, (manufacturer's representative), Apartado Postal 295, 1a. Calle 6-90, Zona 9, Guatemala City. WTD 12/3/62.

361 Electric Transmission, Distribution Equipment

ENGLAND—Proprietary components in the field of digital measurement, counting equipment, radiation measurement. Radiatron, (sales agent, service organization), 7 Sheen Park, Richmond, Surrey. WTD 6/12/63.

ITALY—Flow switches, vibration switches. Eisenbau, (agent), Bastioni Volta 11, Milan. WTD 5/6/62.

362 Electrical Industrial Apparatus

ITALY—Industrial motors from 3 hp. to 100 hp. Virgilio Mortillaro, (retailer, wholesaler, manufacturer), Piazza Fonderie, 24/25, Palermo, Sicily. WTD 6/27/63.

363 Household Appliances

GUATEMALA—Electrical refrigerators of different sizes up to 10 cu. ft. capacity. Adolfo Rios S., (manufacturer's representative), Apartado Postal #97, 6a. Avenida 15-36, Zona 1, Guatemala City. WTD 8/16/62.

ITALY—Dish washing machines; requests replies from manufacturers only. Ditta Luigi Marri, (distributors of electrical household appliances), Viale di Porta Tiburtina 40-48, Rome.

365 Radio, Television Receiving Sets

ENGLAND—Radio, phonographs, transistorized; sole distributor for U.K. Cadulac Chemicals, Ltd., (chemical manufacturer), The Bridge, Radcliffe, Manchester, Lancashire. WTD 6/24/63.

ITALY—Closed circuit television systems, microphones, sound recorders for teaching purpose. Direct purchase and agency. S.A.V.I.C.O., S.p.A.—Compagnia Sussidi Audio Visivi, (import electronic equipment), Piazza G. Tavani Arquati, 106, Rome. WTD 6/17/63.

366 Communication Equipment

AUSTRALIA—Electronic equipment, special application equipment; requests replies from manufacturers only. Exclusive agency for Queensland. Mitchard Radio Co., (sales, repair of electronic equipment, radios), 59 Albion Rd., Albion, Brisbane, Queensland. WTD 6/12/63.

ITALY—Traffic signalling devices. Direct purchase and agency. S.A.V.I.C.O., S.p.A.—Compagnia Sussidi Audio Visivi, (import electronic equipment), Piazza G. Tavani Arquati, 106, Rome. WTD 6/17/63.

371 Motor Vehicles, Motor Vehicle Equipment

CANADA—Lines of shelf items in the nature of automotive accessories, parts. Grant Bros. Sales, Ltd., (importer, manufacturers' agent), 18 Hook Avenue, Toronto 9, Ontario. WTD 6/20/63.

GERMANY—Tools, accessories for automotive repair shops, service stations; particularly interested in new products, soap for car washing. Roecker & Noebauer, (wholesaler), Wildungerstr. 64a, Stuttgart-Bad Cannstatt.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

BELGIUM—Measuring, process control instruments for automatic devices for temperature, pressure level, flow control for liquids, gases; industrial devices for scientific research, application, nuclear power supply. Exclusive agency; requests replies from manufacturers only. Electromecanique S.A., (manufacturer), 19 rue Lambert Crickx, Brussels. WTD 8/27/62.

ITALY—Ph meters, conductivity indicators, gas analyzers, recording potentiometers, radioactivity indicators, electronic controls, photoelectric cell colorimeters, viscosity measuring meters, pressure indicators, electric meters, Comesa, S.p.A., (agent), Via Borromei, 1B/8, Milan. WTD 4/11/63.

384 Surgical, Medical, Dental Instruments

CHILE—Medical, laboratory instruments; not competitive with lines already handled. Raul Croquevielle I., (importer, sales agent), 312 Ahumada, Office 819, Santiago. WTD 6/21/63.

386 Photographic Equipment

ENGLAND—Film, filmstrip for industrial training or educational use, with or without sound; film, filmstrip, slide projectors with or without sound, automatic or manually operated; random access projectors; associated electronic units. Talking Pictures, Ltd., (manufacturer, sales agent, retailer), 27 Albemarle St., London, W.1. WTD 6/17/63.

GUATEMALA—Portable projectors, 35 mm. Adolfo Rios S., (manufacturer's representative), Apartado Postal #97, 6a. Avenida 15-36, Zona 1, Guatemala City. WTD 8/16/62.

394 Toys, Amusement, Sporting Goods

ECUADOR—Sporting goods, equipment including; hunting, fishing, tennis, golf, baseball, basketball, football, physical culture equipment; requests replies in Spanish. Samuel Proano Rojas, (importer), Calle 1424, Ambato.

ENGLAND—Sports goods—camping equipment, golfing equipment; sole distributor for U.K. Cadulac Chemicals, Ltd., (chemical manufacturer), The Bridge, Radcliffe, Manchester, Lancashire. WTD 6/24/63.

399 Manufacturing Industries

BARBADOS—Novelties, tourist items. C. L. Pitt & Co., Ltd., (manufacturers' representative), P.O. box 246, Bridgetown. WTD 6/7/63.

ENGLAND—Ladies' electric hair dryers; sole distributor for U.K. Cadulac Chemicals, Ltd., (chemical manufacturer), The Bridge, Radcliffe, Manchester, Lancashire. WTD 6/24/63.

Novelties of all kinds, particularly in fancy goods, leathergoods, stationery, hardware, millinery. Arthur Owen, (manufacturers' agent), Saxone House, 74A Regent St., London, W.1. WTD 6/12/63.

GUATEMALA—Beauty parlor equipment, supplies. Adolfo Rios S., (manufacturer's representative), Apartado Postal #97, 6a. Avenida 15-36, Zona 1, Guatemala City. WTD 8/16/62.

422 Public Warehousing

CANADA—Storage space for light materials up to 3,000 or 4,000 sq. ft.; will furnish bilingual stenography, invoicing, sales help, office room, telephone services if required. D. W. Armstrong & Sons, Ltd., (manufacturers' representative), 129 Van Horne Ave., Montreal 14. WTD 12/13/62.

508 Machinery, Equipment, Supplies

CHILE—Light industrial machinery; not competitive with lines already handled. Raul Croquevielle I., (importer, sales agent), 312 Ahumada, Office 819, Santiago. WTD 6/21/63.

509 Wholesalers

CANADA—Lines of shelf items in the nature of mill supplies. Grant Bros. Sales, Ltd., (importer, manufacturers' agent), 18 Hook Ave., Toronto 9, Ontario. WTD 6/20/63.

COSTA RICA—Building materials, supplies; requests replies from manufacturers. Intaco Internacional S.A., (importer, distributor), Apartado 4304, San Jose. WTD 11/29/62.

ECUADOR—Construction materials of all descriptions, including but not limited to window frames, parts, bathroom fixtures, angles for corners, roofing, door materials; requests replies from manufacturers only. Antonio Pino Ycaza & Cia., (importer), 9 de Octubre 436, P.O. box 1116, Guayaquil. WTD 6/4/63.

FRANCE—Prefabricated units, partitions, wallboards, paneling, building specialties of new types for use in the construction of precut houses, cottages; fall-out shelters; civil defense equipment; requests replies in French. G. Polacco, (building contractor), 52 Rue Noulet, Toulouse, Haute-Garonne. WTD 6/18/62.

Leads for Importers

Commodities are offered direct unless specified.

203 Canning, Preserving Foods

**** DENMARK—Trade Mission**

Wants U.S. import distributor for canned fish. I. P. Thomsen Skagen, Denmark. I.R. 52.

**** NORWAY—Trade Mission**

Complete line of sardines, kipper snacks, shrimps, mackerel. Can pack to desire of U.S. importer. A/S Trans-Scandia, Ltd., 5 Rosenkrantz Pl., Oslo. I.R. 120.

208 Beverage Industries

GERMANY—Quality white Rhine wines, grape juices. Seeks importers, distributors in western and southwestern states (except California, Florida, Texas). For price list write to Commercial Intelligence Division, BIC, Rm. 1837, Department of Commerce, Washington, DC. 20230. WTD 2/16/59.

209 Food Preparations

**** DENMARK—Trade Mission**

Interested in selling canned mushrooms. Greca Konserves, Sigersted pr. Ringsted. I.R. 151.

Wishes to sell ice cream powder mix. Den Danske Maelkekondenserings Fabrik A/S, Nakskov. I.R. 178.

Seeks distributors for sale of mushrooms. Dansk Champignon Export Int. Munke Bjergby, Sor. I.R. 166.

**** NORWAY—Trade Mission**

Dehydrated aspic in foil pack. De Norske Gjaer- og Spritfabrikker A/S, Treschowsgate 1, Oslo. I.R. 138.

212 Cigars

**** DENMARK—Trade Mission**

Would like to establish tobacco distributors in U.S. for the sale of Danish cigars, cigarellos. J. P. Schmidt, Jr. A/S, Fredericia. I.R. 55.

229 Textile Goods

**** NORWAY—Trade Mission**

Wants U.S. distributor to handle trim and edging for garments, drapes, lampshades. Teko Fabrikker, Fjøsangerveien 70a, Bergen. WTD 10/31/62 I.R. 7.

233 Women's, Misses', Juniors' Outerwear

**** DENMARK—Trade Mission**

U.S. importers to handle the distribution of ladies ski pants. Kimose, Otto Rudsgade, 100, Aarhus. I.R. 44.

237 Fur Goods

**** DENMARK—Trade Mission**

Wants to sell directly to mink furriers. Greca Mink, Grofte pr. Sor. I.R. 150.

251 Household Furniture

**** DENMARK—Trade Mission**

Interested in exporting high style line of furniture. Vaerksteds A/S Lindquist, Motola (Sweden) Lindquist Kontor Mobler, Borgergade 27, Copenhagen K. I.R. 22.

**** NORWAY—Trade Mission**

Furniture. Erling Gaiseg, Baldersgate 16, Oslo. I.R. 129.

259 Furniture, Fixtures

**** DENMARK—Trade Mission**

Manufacturer hardwood of any description, mostly beech with some ash, oak. Also wishes to export dowels, furniture legs, special turnings, shapes. Rough, finished, special shapes made to order. (1) Junckers Savvaerk A/S (2) Sylvadan A/S, Sankt Annae Plads 3, Copenhagen S. WTD (1) 10/19/62 (2) 10/5/62 I.R. 184.★

264 Converted Paper, Paperboard Products

BELGIUM—Paper bags for wrapping coffee, chicory, other products. Agency representation. Papeteries Semoulin, S.A., Thulin, (Hainaut). WTD 7/1/63.

266 Building Paper, Building Board Mills, Products

**** NORWAY—Trade Mission**

Decorative hardboard, based on wood fibers, polyester resin binder. Decorative faces are melamine or polyester impregnated papers. A/S De-No-Fa & Lilleborg Fabrikker, Sandakerveien 54, Oslo. I.R. 141.

281 Industrial Chemicals

INDONESIA—Hydrochloric acid (HCL). Available production: 250 tons immediately; up to 50 tons monthly. Perusahaan Negara Soda, Waru, Surabaya. WTD 2/21/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

FINLAND—Hair shampoo, either in barrels or small containers. Samples will be sent to U.S. inquirers upon request. Marttinen Oy, Lonnrotinkatu 4, Helsinki. WTD 6/27/63.

285 Paints, Varnishes, Lacquers, Enamels

**** NORWAY—Trade Mission**

Protective coating for ferrous metals, con-

crete used for protection of water tanks including hot water, as a liner for aqueducts and to reinforce concrete dams in France and Norway. Arne Daniels, Smestadveien 2, Oslo. I.R. 134.

286 Gum, Wood Chemicals

★★ NORWAY—Trade Mission

Phenolic, urea, melamine adhesives. Norsk Sprengstoff Industri A/S, Tollbugata 22, Oslo. WTD 9/17/62 I.R. 113.

306 Fabricated Rubber Products

SWEDEN—ULVEX patented rippled ridge rubber door mat available in various types and sizes; oil hose for use in refineries, loading, discharging tankers, vessels, terminals. Agency representation. Ulvsunda Gummifabriks AB, Ekbacksvagen 10-12, Bromma (Stockholm suburb). For descriptive literature write to Commercial Intelligence Division, BIC, Rm. 1837, Department of Commerce, Washington, DC. 20230. WTD 4/2/63.

307 Plastics Products

★★ DENMARK—Trade Mission

Injection formed plastic plates of polystrene 20½ cm. Dansk Plastik Pladevaerk, Klentehojvange 8, Birkerod. I.R. 18.

Advertising specialty items. Heat sealing equipment, office items out of polyethelene rods for book binding field. A. Behrend, Kaermindevej 6, Glostrup. I.R. 144.

312 Industrial Leather Belting, Packing

GERMANY—Calf leather-cylinder and high speed running straps used in the textile, textile machine industries, primarily spinning mills. C. Kaempfer Ohg., Lederfabrik, 16 Johanniterstrasse, 51 Aachen. WTD 5/24/63.

Leather products: top and bottom aprons for spinning mills, spinning machine manufacturers. Sueddeutsche Textilleder G.m.b.H., 7142 Marbach/Neckar. WTD 4/23/63.

325 Structural Clay Products

★★ NORWAY—Trade Mission

Ceramic trays, bowls, flower vases. Arnold Wiigs Fabrikker A/S, P.O. box 100, Halden. I.R. 101.

335 Rolling, Drawing, Extruding of Nonferrous Metals

★★ NORWAY—Trade Mission

Aluminum—plate sheet, shapes, extrusions in a wide variety of alloys, kitchen utensils. Nordisk Aluminiumindustri A/S, Løkkeveien 9, Oslo. WTD 3/6/61 I.R. 60.

342 Cutlery, Hand Tools, General Hardware

★★ DENMARK—Trade Mission

Manufacturer of wheels, castors; some have combination floor, swivel locks, others are spring mounted. Soco Transporthjul A/S, Retortvej 28, Valby. I.R. 25.

Manufacturers of arc welding transformers, spot-seam, projection welding machines, portable spot welders for automobile repair shops and dc arc welders in sizes 200 and 300 amps interested in contacting general machine importer in U.S. Danish Welder Company, Hans L. Larsen & Son, 128 Borupsalle, Copenhagen. I.R. 105.

343 Heating Apparatus, Plumbing Fixtures

★★ DENMARK—Trade Mission

Marine boilers, water tube boilers, vertical tube boilers, donkey boilers, scotch boilers. Aalborg Vaerft A/S, Aalborg. I.R. 36.

Manufacturer wishes to sell warm air furnaces with built-in humidifier. C. D. Ammertorp, Vintappervej 6, Kgs. Lyngby. I.R. 193.★

Interested in exporting toilet seats, central heating equipment. Martin Jensen, Dalgas Avenue 7, Aarhus. I.R. 38.

Wholesaler of central heating, sanitation, shipbuilding materials seeks U.S. buyers. Brodrene A. & O. Johansen A/S, 3 Larsbjornsstraede, Copenhagen K. WTD 9/8/58 I.R. 145.

Manufacturer of heating, ventilation wishes to export high quality blowers, gas burners. De Forenede Jernstoberier A/S. WTD 11/29/54 I.R. 185.

New design of shut-off valve for pipe lines. Egil Barfod & Co. A/S, Gothersgade 101, Copenhagen K. WTD 3/5/63 I.R. 161.

Gas radiators with balance flue, outlet. Nordisk Auer Kompagni A/S, Fredericiagade 15, Copenhagen K. I.R. 149.★

344 Fabricated Structural Metal Products

★★ NORWAY—Trade Mission

"Air-slide" tank bodies for trucks. Wants U.S. agent, or outlet. Norsk Flyindustri A/S, Fornebu. I.R. 135.

351 Engines, Turbines

★★ DENMARK—Trade Mission

Manufacturer seeks U.S. importer-distributor for diesel engines, diesel generator sets. Herman Svendsen, Ltd., Gasvaerksvej 3 Glostrup, Copenhagen. I.R. 167.★

353 Construction Machinery

★★ DENMARK—Trade Mission

Machines for making concrete pipe, heavy road rollers. Ringsted Jernstoberi & Maskinfabrik A/S, 5 Naestvedvej, Ringsted. WTD 2/16/62 I.R. 141.★

★★ NORWAY—Trade Mission

Would like to export rubber, neoprene conveyor belting of covered and friction surface transmission types, built to U.S. specifications. Viking Remfabrik A/S, 16 Svingen, Oslo. WTD 5/14/63 I.R. 88.

354 Metalworking Machinery

★★ DENMARK—Trade Mission

Tapping heads, self-opening, threading diehead, readily contour formed sanding disc. J. Ulv Magnus A/S, Lundtoftegade 93 Copenhagen N. I.R. 23.

Wants to sell to U.S. through importer-distributor high quality metal drawing presses, specialized hydraulic press equipment including custom-order types. Scan-Technic, Ltd., Raadhuspladsen 16, Copenhagen V. WTD 4/2/62 I.R. 186.★

355 Special Industry Machinery

★★ DENMARK—Trade Mission

Horizontal, vertical separators for fat and/or oil processing, continuous fat processing plants. Handling raw fat from slaughterhouse to final product ready for soap, margarine or like production. A/S Titan, Tagensvej 86, Copenhagen N. WTD 9/10/59 I.R. 81.

Manufacturer desires to export modern dairy machinery. Paasch & Silkeborg, Silkeborg. WTD 7/12/62 I.R. 30.

Complete line of screw cap manufacturing equipment to sell with no license fee screw cappers—vacuum and vapor; case sealers adjustable. Sonderbys Fabrikker. Toldbodgade 33, Copenhagen K. I.R. 196.

Vibrating-type small parts feeder for automatic high speed assembly lines. Also zipper manufacturing equipment. Ivan Lystager A/S & Lysta A/S, Hoffdingsvej 14, Valby, Copenhagen. WTD 5/2/57 I.R. 107.

Manufacturing equipment for fine metals, new types of automatic packaging machinery, new types of electronic parts, equipment. Steven Stanford, P.O. box 345, Copenhagen V. I.R. 14.

356 General Industrial Machinery

★★ DENMARK—Trade Mission

Milking machine parts, field pumps. Strange-Hansen, Kongevej 155 Virum I.R. 93.★

SWEDEN—Albin rotary pumps, available in different sizes, specifications, used for all kinds of liquids with lubricating value: pumping oil from storage tanks to day tanks in all kinds of industries; pressure lubrication in machineries, low pressure hydraulic systems; pumping cellulose, varnish, linseed oil, glue, solution, methylenchloride, printing ink and other purposes in colour factories. Sales agent for all of U.S. Albin Motor AB, Kristinehamn, Sweden. For details and brochure write to Commercial Intelligence Division, BIC, Rm. 1837, Department of Commerce, Washington, DC.

358 Service Industry Machines

★★ DENMARK—Trade Mission

Needs agent for complete line of laundry equipment to buy for own account. A/S Georg E. Mathiasen, Vordingborggade 12, Copenhagen. WTD 5/28/63 I.R. 114.

362 Electrical Industrial Apparatus

★★ DENMARK—Trade Mission

Transmotor converters, generators. Fa. Erik Westerberg, Randersgade 17, Copenhagen O. WTD 9/11/61 I.R. 160.★

363 Household Appliances

★★ DENMARK—Trade Mission

Household washing machines, ironers. Aktieselskabet Ferm. Ulstrup. I.R. 60.

364 Electric Lighting, Wiring Equipment

★★ DENMARK—Trade Mission

Would like to export home, institutional modern Danish design lighting lamps, fixtures, small special interior lighting types. Lyfa A/S, Blankavej 23, Valby. WTD 6/9/61 I.R. 85.

365 Radio, Television Receiving Sets, Except Communication Types

★★ DENMARK—Trade Mission

Professional tape recorders 2-4 channels for hospital use. Frequency modulated 0-2000 cycles. Fa. Movic, Hojnasvej 56, Vanlose. WTD 8/22/61 I.R. 19.★

366 Communication Equipment

★★ DENMARK—Trade Mission

Wishes contact with U.S. electronics dis-

tribution company for sale of general radiocommunication equipment. Storno, (Division of Great Northern Telegraph Co.), Ved Amagerbanen 21, Copenhagen. WTD 11/28/62 I.R. 146.★

369 Electrical Machinery

★★ DENMARK—Trade Mission

New type patented, low cost electric haircurler. Bybjergs Radio and T.V., (Carmen Curler), 42 Skibbrogade, Kalundborg. I.R. 79.

Manufacturer has high quality printed circuits of all types. Danish Printed Electronics A/A Gisselfeldvej 8, Brondby Strand, Copenhagen. I.R. 109.

371 Motor Vehicles, Motor Vehicle Equipment

FRANCE—Windscreens, shock absorbers for military vehicles. Societe Francaise & Americaine d'Automobiles, 15/17 rue de Dantzig, Paris 15e.

373 Ship Building, Repairing

★★ DENMARK—Trade Mission

Fibreglas life boats. Maritime Plastic Co. A/S, Bredgade 34, Copenhagen K. I.R. 159.★

381 Engineering, Laboratory, Scientific, Research Instruments

★★ DENMARK—Trade Mission

Slide rules for advertising purposes. Diwa Manufacturing Co. Gentoftegade 45, Gentofte, (Copenhagen). WTD 7/8/59. I.R. 188.★

384 Surgical, Medical, Dental Instruments

★★ DENMARK—Trade Mission

Wheel chairs; folding portable, general purpose, hand operated through chain or pulley drives, motorized units using small gas engine. Karl Jensen, Nordre Strandvej 37, Risskov. I.R. 66.

386 Photographic Equipment

FRANCE—Photography, movie accessories. Requests replies in French. Gitzo S.A., 22 rue de la Pointe d'Ivry, Paris 13e.

Automatic movie camera; also special bags for photographic devices. Sem S.A., Aurex (Haute Loire).

391 Jewelry, Silverware, Plated Ware

★★ DENMARK—Trade Mission

Interested in additional outlets in U.S. for fine silverware products. Frantz Hingelberg, St. Torv 3, Aarhus. I.R. 76.

TAIWAN—Finished figures, jewelry, other art objects processed from rough jade stones. Reprocessing work, i.e., cutting, carving, engraving, making art objects of oriental designs or designs submitted by U.S. firms. Wan Dah Trading Co., Ltd., 45 Ta Ma Rd., Shihlin, Taipei. WTD 4/8/63.

396 Costume Jewelry, Costume Novelties, Buttons

★★ DENMARK—Trade Mission

Fancy goods, gift articles of wood, also high quality toys. Rud Madsen, Englandsvej 393, Kastrup, Copenhagen. WTD 7/14/59 I.R. 84.

399 Manufacturing Industries

★★ DENMARK—Trade Mission

Outdoor lanterns. Exclusive Exports, 11 Blaabaervaenget, Skanderborg. I.R. 75.

Candles, Asp-Holmblad A/S, Blegdamsvej 104, Copenhagen O. WTD 5/4/60 I.R. 15.

Bakelite handles. Backhaus & Co., Slotsgade 3, Ribe. I.R. 90.

Wants U.S. distributor for household adhesives based on pva, casein, epoxy, urea, other systems. Will repackage under U.S. product identification for U.S. marketer. Dansk Limfabrik, Koge. I.R. 117.

Hand carved teak-trays, figures, figurines, boxes, bowls, specialty, novelty items. Also some household articles. Arne Basse Danish Art Handicraft, Fjordbakken 3, Horsens. I.R. 54.

Teak, copper, ceramic items. Kesa. Aegirsvej 27-33. I.R. 43.

Manufacturer of waterproofing materials for building trade. Needs distribution, sales organization in U.S. for special building materials, primarily waterproofing materials. Vandex-B. V. Laboratoriet 107 Grenaavej, Aarhus-Risskov. I.R. 71.

★★ NORWAY—Trade Mission

Wants to market Dovre fireplace in U.S. Kaare Schlosser Moller, Ole Deviks vei 18, Bryn, Oslo. I.R. 89.

Special truck mounted ladder. A/S Tønsberg Jernindustri, Stigefabrikker, 30 Slagenveien, Tønsberg. WTD 3/7/60 I.R. 104.

509 Wholesalers

★★ DENMARK—Trade Mission

Jute rags, waste. Saekkecentralen "Norden" A/S, Vestre Teglgade 4-6, Copenhagen SV. I.R. 118.

NATO construction project opened to U.S. bidders

A new construction project in Italy, estimated to cost over $725,000, has been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The project, reference Number 186, calls for construction of ammunition storage and additional works at Rimini. Major items of work include buildings, revetments, roads, hardstands, fencing and sanitary, electrical, and heating facilities. Work is scheduled for completion within 240 calendar days. Approximate date for opening bids is September 2.

U.S. firms interested in bidding should submit applications on a prescribed form by July 22 to Ministero Difesa Aeronautica, Direzione Generale Demanio, Ufficio Studi—1—Sezione, Rome.

The prescribed form is available to eligible U.S. firms from BDSA's Commodity Export Promotion Staff, BDSA-111, Department of Commerce, Washington, DC., 20230.

Firms not already certified to participate in NATO bidding should send a resume of their qualifications to the Commodity Export Promotion Staff as described in a brochure on NATO international competitive bidding program available from the Staff Office.

Uruquay suspends tenders

Administracion Nacional de Combustibles, Alcohol y Portland (ANCAP), Montevideo, Uruguay, has suspended until further notice the receipt and opening of bids under tender No. 5.004 for 28 hopper cars. (INTERNATIONAL COMMERCE, May 13, p. 37).

Syria calls for bids on TV transmitting stations

The General Directorate of Broadcasting and Television, Damascus, Syria, invites tenders for two separate TV transmitting stations, of 10 kw. peak power output.

The stations will be equipped for off-the-air pickup with standby receiver, monitoring and input equipment. In addition to the program receivers and stations transmitters, the quotations should include transmission line, aerials, and 300-ft. tower capable of carrying the receiving antenna, aerials, and later three microwave passive reflectors.

Bid deadline is August 15 at the General Directorate of Broadcasting and Television Planning and Transmitting Administration, T.V. Bldg., Omawiyyine Sq., Damascus, Syria.

Copies of the conditions and specifications may be reviewed at the Electronics Division, BDSA, Rm. 4125, Department of Commerce, Washington, DC., 20230. (Telephone: WOrth 7-2334).

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230 or telephone WO 7-4674 in Washington.

HONG KONG—The consulting engineers to the Water Authority of the Hong Kong Government have published general information on stages one and two of the Plover Cove Water Scheme, a large-scale, long-range project for doubling the Colony's water supply and providing sufficient storage capacity to maintain supply through extended dry periods.

Stage one provides for conveyance of raw water diverted from the Tai Po river and collected from mountains streams through about eight miles of tunnels to a treatment works at Sha Tin. In addition, Stage one construction includes an inflatable, neoprene-coated nylon dam and two pumping stations. The treated water will be pumped to Kowloon through pipelines to be laid in the Lion Rock tunnel.

Stage two involves the conversion of the large costal inlet of Plover Cove in Tolo Harbor into an impounding reservoir by the construction of a main dam, two subsidiary dams and a spillway, together with driving of a main tunnel from Tai Po Tau to Plover Cove with secondary tunnels to top various catchments. The reservoir, with a breadth of about a mile and length of 3½ miles, will have a useful storage capacity of 30,000 million gallons (110,000 acre ft.) which is expandable at some future date.

Tenders for Stage one and two may be invited simultaneously in the near future. A copy of the general information on these projects published by the consultants is available on loan from the Commodity Export Promotion Staff, BDSA-111, Rm. 4317, Department of Commerce, Washington, DC. 20230.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Gavin L. Bunning, repesenting Bunning Bros., Pty., Ltd., of Perth, interested in the **timber industry.** July 22-26. Itinerary: Washington, D.C.

AUSTRALIA—Mr. William F. Mitchell, representing Victoria Racing Club, 418 St. Kilda Rd., Melbourne, Victoria, interested in **electronic signal equipment** suitable for racecourse information boards; and mechanical sweeping and cleaning machines. August 12 via Buffalo for 7½ weeks. c/o Bank of America N.T. & S.A., 300 Montgomery St., San Francisco, Calif. Itinerary: New York, Washington, Indianapolis, San Francisco.

AUSTRALIA—Mr. Gordon Forsyth, representing A. Forsyth & Co., Pty., Ltd., 379 Kent St., Sydney, New South Wales, interested in the latest developments in **rope, cordage, twine and felt manufacture** in the U.S. with a possible view to manufacture under license in Australia and also requesting technical information on machinery for the manufacture of the above products. August via New York for 3-4 weeks. c/o Australian Consulates General, New York and San Francisco. Itinerary: New York, Brooklyn, Auburn and Maspeth, N.Y.; Butler, Patterson, Kover and Bloomfield, N.J.; Glenvil, Conn.; Boston, Plymouth, Walpole, Worcester and Taunton, Mass.; Philadelphia, Reading, Jenkinstown and Wilkes-Barre, Pa.; Zenia and Cleveland, Ohio; Peoria and Chicago, Ill.; St. Louis, Mo.; San Francisco, Los Angeles and Alhambra, Cal.

INDIA—Mr. Raunaq Singh, Managing Director, representing Bharat Steel Tubes, Ltd., 72 Janpath, New Delhi, interested in securing a suitable technical and/or financial collaboration in setting up **plants for steel castings and seamless steel tubes** in Punjab State. Second Week of July via New York for one month. c/o Abbey Etna Machine Co., East Indiana Ave., Perrysburg, Ohio. Itinerary: New York, Washington, Cleveland, Detroit, Toledo, Pittsburgh.

ISRAEL—Mr. Avigdor Lupu, representing Avigdor Lupu: Mechanical Repairs and manufacturing Workshop, 14 Shivat Zion St., Haifa, interested in importing and an agency; and would like to purchase **machinery** in connection with his workshop and also requesting technical information on visiting factories which produce **parts for tractors and parts for compressors.** July 22 via New York for 3-months. c/o Mr. Ben Berman, 2306 Pittock St., Pittsburgh 17, Pa. Itinerary: Pittsburgh, New York, Detroit, Cleveland, Washington.

ITALY—Mr. Otto Elsass, representing Otto Elsass, Via Milano 4, Trieste, interested in obtaining agency for **Douglas fir, hemlock, sitka spruce, pitch pine, and black walnut lumber and logs.** July 9 via New York for three weeks. c/o Commercial Bank of Zurich, 10 Pine St., New York, N.Y. Itinerary: New York, Washington.

NETHERLANDS—Mr. J. G. Kuypers, General Manager and Mr. A. P. de Graff, Sales Manager, representing N.V. Condor Import en Export, 22 Tuinstraat, Waalwijk, interested in all kinds of **leather for the leather clothing, the leatherware and footwear industry.** Especially interested in **U.S. suede for the clothing industry.** July 22 via Boston for five days. c/o Department of Commerce Field Office, 61st Fl., Empire State Bldg., 350 Fifth Ave., New York 1, N.Y. Itinerary: Boston, New York.

SAUDI ARABIA—Mr. Kheiriddine Ma'ani, representing Kassem & Abdulla Son of Darwish Fakhroo, P.O. Box 71, Doha, Qatar, interested in general merchandise, with special emphasis on **automobiles, machinery, construction materials, luxury items, foodstuffs and textiles.** Second week of July via New York. c/o Department of Commerce Field Office, 61st Fl., Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York.

Laboratory, electrical apparatus wanted by Korean government

The Republic of Korea issued, under cover of two separate tenders, notices for a variety of laboratory and electrical instruments and apparatus, including, but not limited to, the following:

Electrolytic analyser, moisture detector, frequency meter, under tender No. KFX-3062-S; analytical ratemeter, spectrophotometer, centrifuge, distilling apparatus, microscope, x-ray equipment, surgical instruments, ohmmeter, voltmeter, other laboratory apparatus, under tender No. KFX-3065-S.

Bid deadlines are August 6 and 13, respectively.

Bids to be submitted to Office of Supply, Government of the Republic of Korea, Seoul, Korea. Copies of tenders and specifications may be obtained from the Korean Embassy, 2320 Massachusetts Ave., NW., Washington, DC., Attn: Mr. Myong Nam Ahn, Procurement Attaché. Correspondence should cite invitation numbers.

Tenders invited by UAR for harbor site construction

The Director General, Ports and Lighthouses Administration, Alexandria, U.A.R., invites qualified firms to tender on the execution of a complete investigation to select the final construction site of a new harbor near Damietta.

Tenders must comply with the technical specifications accompanying the notice and must meet the time table set for the performance of the necessary items and tests.

Quotations must be firm, covering all expenses and obligations. The tender is to state the method of payment desired, duration of the offer, and must include a list of previous experience with similar projects.

The closing date for submitting tenders is September 1.

Interested firms may review a copy of the notice and terms in the office of the Building Materials & Construction Industries Division, Rm. 4002, Department of Commerce, Washington, DC., 20230.

Colombia asks for tenders on steel transmission towers

The Bogota Electric Power Co., (Empresa de Energia Electrica de Bogota), invites bids for the design, manufacture, testing and delivery via ocean vessel of steel transmission towers and apparatus for use in construction of El Colegio-Gaguneta and El Colegio-Salitre electric lines.

Towers shall be of the double circuit, 115 kv., two overhead wires types ds-suspension towers and angle towers up to 3°, dm-transposition towers and suspension angle towers up to 30°, and dt-long span towers and angle towers up to 90°. Approximate quantities of towers are 102 type ds, 48 type dm and 50 type dt.

Bids must be received by 2:30 p.m. August 15, in the main office of the Company, Calle 13 No. 37-35, Oficina 201, Bogota, Colombia.

Copies of the terms and conditions may be reviewed in the office of the Building Materials and Construction Industries Division, Rm. 4002, Department of Commerce, Washington, DC., 20230.

Kuwait invites registration for construction projects

The Kuwait Ministry of Public Works wishes to establish a list of approved road contractors from which firms may be invited to submit tenders for road construction projects.

Firms wishing to be included in the list may obtain official application forms from the Chief Quantity Surveyor, Ministry of Public Works, P.O. box 8, Kuwait, Arabia. Forms should be returned promptly in the official envelope provided to the Acting Chief Engineer of the same ministry.

Korea requests bids on tractors, attachments

The Office of Supply, Government of the Republic of Korea, has requested bids for a 10 hp. power tiller together with 12 different attachments.

Bids are also requested on a speed sprayer and agricultural Diesel tractor of 15 hp. together with a number of accessories. Bid deadline for tender No. KFX 3063-5 is August 8 at the Office of Supply, Republic of Korea, Seoul, Korea. Copies of this invitation to bid are available from the ACME Division, BDSA, Rm. 4025, Department of Commerce, Washington, DC., 20230.

New Zealand needs railroad materials

The New Zealand Government Railways has issued tender No. NZR 63/38 calling for worldwide bid on a substantial supply of railroad rails, bedplates, rail clips, fishplates and screwspike spring washers. Tender closing date is August 14.

Interested companies may secure a copy of specifications from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington, DC.

New Books and Reports

Commerce booklet aims at teaching 'Economic ABC's'

Primer on Gross National Product tries to gain citizens' interest

In an effort to interest more citizens in economic affairs the Department of Commerce has issued an economic primer entitled, "Do You Know Your Economic ABC's?"

The illustrated booklet presents a simplified explanation of the concept of Gross National Product and how it mirrors the economy of the U.S.

"We are engaged in a struggle for economic growth," Secretary Hodges said. "Our children are looking to us for a world where the doors of opportunity will open, if they are willing to push. The rest of the world is watching to see if our free enterprise system has the dynamic force to meet not only our expanding domestic needs, but our international obligations."

The Gross National Product is computed quarterly by the Department of Commerce and has become an internationally recognized economic tool. The Department issues many other economic indicators as well, the Secretary pointed out, "But, if the layman becomes aware of just this one and how much it means to his personal welfare and the welfare of his nation, he may consider himself a more responsible, more economically literate citizen." Pamphlets on other economic subjects may be published.

"Do You Know Your Economic ABC's?" sells for twenty cents a copy, or fifteen cents in orders of 100 or more, and may be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington, DC., 20402.

***Essential United States Foreign Trade Routes.* U.S. Maritime Administration. Washington, 1963. 71 pp. 60 cents.**

A booklet containing maps and descriptions with background information on the trade routes which the Maritime Administration has found essential to U.S. trade and defense. U.S. ship operators offering required services on these routes may be eligible for operating-differential subsidy payments to put them on a parity with foreign lines serving the same routes.

The booklet brings up to date the similar material published in 1960. It may be purchased from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

The U.S. Tariff Commission has published a new edition of **United States Import duties (1963)** which shows the U.S. rates of duty on imports in effect on July 1, 1963.

The new volume replaces the 1962 edition and the supplements thereto. The new publication does not contain the **Special and Administrative Provisions of the Tariff Act of 1930, as Amended,** which are available in a separate volume bearing that title.

The new book is in loose-leaf form, and will be effective until such time as the revised Tariff Schedules of the U.S. go into effect. The new volume may be purchased from the Division of Public Documents, Government Printing Office, Washington, D.C. 20402, at $1.50. Remittance should accompany an order. It is anticipated that this edition will reflect current rates for a period of 2 to 6 months.

***Shipping Terms and Abbreviations.* W.G. Woollman. Cornell Maritime Press, Cambridge, Md., 1963. 144pp. $4.**

Gives short descriptions used in the marine and insurance businesses, and also in international trade. One section lists the abbreviation first, followed by the explanatory term; the second section lists the expression first. The book is designed as a time-saver for persons handling the many documents common to international trade.

***A Bibliography of Foreign Developments in Machine Translation and Information Processing.* National Bureau of Standards Technical Note 193. Washington, 1963. 191pp. $1.**

This report is a revised edition of a previous, unpublished report from the Research Information Center and Advisory Service on Information Processing to the National Science Foundation, and is one of a series intended to contribute to the improvement of cooperation in information processing and machine translation.

It can be ordered from the Superintendent of Documents, Government Printing Office, Washington, DC. 20402.

***The Balance of Payments and Domestic Prosperity.* Michigan International Business Studies No. 1. Paul W. McCracken and Emile Benoit. 1963. Bu. of Business Research, Graduate School of Business Adm., U. of Michigan, Ann Arbor, Mich. 64 pp. $2.50.**

Three papers concerned with (1) the balance of payments; (2) the problems of regaining and sustaining prosperity in the years ahead; and (3) the implications for our balance of payments of our direct foreign investments. Each examines the nature of the problems confronting the American economy as it adjusts to the free world's fast moving international economy.

***Methods of Financing Economic Development in Under-Developed Countries (reprint).* United Nations. New York, 1962. 163 pp. $1.50.**

Review of various means used in foreign nations to finance economic expansion. Covers internal measures, such as increase or diversion of savings, increased revenues from foreign trade, and inflation; and external methods such as encouragement of foreign investment, tax relief, and guarantees.

Available from the United Nations, Sales Section, New York, N.Y.

***The Central American Common Market* by Dr. Joseph Pincus. Published by the U.S. Agency for International Development, Regional Office for Central America and Panama. Guatemala City, 1962. 231 pp. Free.**

A study of the Central American economic integration movement with an analysis of the U.S. interest in the Common Market. It contains as appendices English translations of 11 treaties which have shaped the Common Market movement.

Copies are available through Field Offices of the Department of Commerce.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1963—701953/2

Calendar

for international traders

July

23—Shop Talk and Dinner Meeting of the Foreign Traders Assn. of Philadelphia. 5 p.m., Independence Room and Constitution Room, Sheraton Hotel, **Philadelphia, Pa.** Topics: Overdue Payments From Brazil on Licensing Agreements and a Panel Discussion on Professionalization.

August

1—Monthly meeting of the Machinery-Metals Export Club. The Advertising Club, **New York, N.Y.**

20—Luncheon Meeting. International Executives Assn. Hotel Statler-Hilton, **New York, N.Y.**

27-30—1963 Association for Computing Machinery National Conference and International Data Processing Exhibit. Denver-Hilton Hotel, **Denver, Colo.**

September

16-20—International Management Congress, **New York, N.Y.** Sponsor: Council for International Progress in Management.

29-October 3—Tenth Institute on Foreign Trade, **Champaign, Ill.** Sponsors: Illinois Manufacturers' Assn. and the University of Illinois.

October

1-4—Packaging Machinery Show. Convention Hall, **Atlantic City, N.J.** Sponsor: Packaging Machinery Manufacturers Institute.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

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Editor, International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230

the semi-annual

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